

Oddo Mid Cap Forum

January 10 2013





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Ingenico: a world leader in payment solutions...

- **Leading world installed base: ~20 million POS worldwide**

- **A diversified geographical presence**

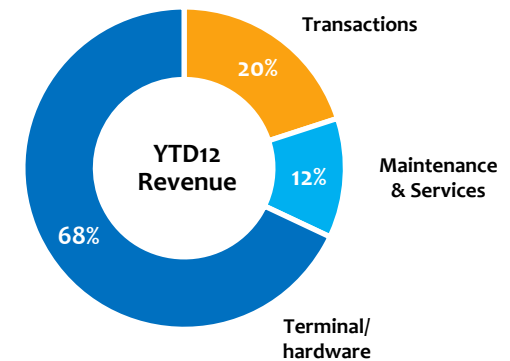
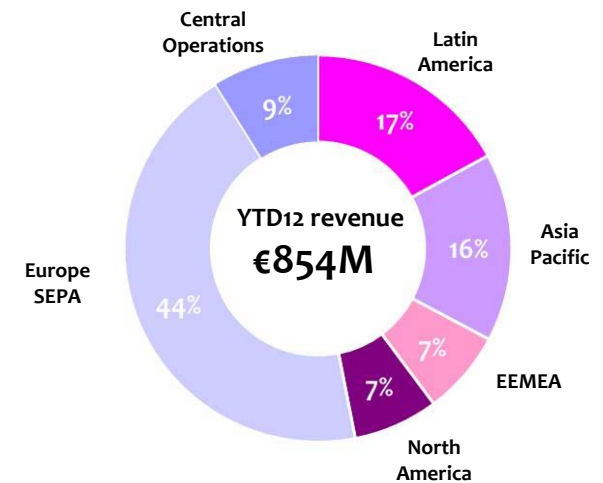
- **World market share: 38%***

- N 1 in Europe
- N 1 in China, Asia-Australia
- N 1 in Brazil
- N 2 in North America

- **An international group**

- First customer: Brazilian
- First nationality of employees: Chinese
- First country by revenue: Brazil

- **An increasing contribution of transactions and services**



* Estimated market share based on published revenue

... serving a diversified customer base...

- Supporting major financial institutions & merchants in more than 100 countries around the world
 - Dual vendor policy
- Supporting new entrants in the Payment ecosystem:
 - Google, Paypal, ISIS, Apple
- Not dependant on a single customer
- Operating services for more than 350,000 merchant terminals
- Supporting more than 250,000 terminals on behalf of banks





... well positioned, with a dual offer dedicated to merchants: terminals and transactions...

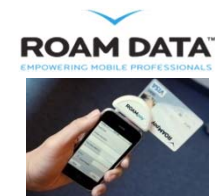
● **Agile payment infrastructure & largest portfolio of cross-channel & cross-border solutions**

- ❑ Platforms supporting more than 2 billion transactions in 2011
- ❑ easycash solutions to operate merchant payment transactions
- ❑ Front-end pre-processing solutions (AXIS)
- ❑ Increasing deployment of on line solutions



● **The right approach to capture more value: increased presence on verticals**

- ❑ Small merchants: easycash range of payment solutions, mobile payment offers with ROAM Data
- ❑ Loyalty: easycash
- ❑ Healthcare business unit combining German operations and XIRING acquisition in France





Ingenico: great innovation capability to deliver strategy

- **Strong R&D investments: 8% of revenue in 2011**
- **Payment terminal hardware: not a commodity**
 - ❑ Telium2 OS as cost & performance differentiating factor
 - ❑ Gross profit > 40%
- **All payment terminals are future proof**
 - ❑ NFC contactless embarked
 - ❑ EMV: the Group DNA
- **The right range of terminals: fully part of retail experience**
 - ❑ The right form factors: color, touch screen, all-in-one terminal
 - ❑ iSMP: Turn iPod touch® & iPhone® into EMV secure mobility payment solution
 - ❑ iWL touch 280-350: The 1st mobile payment solution designed for merchants' value-added services





... enjoying the right international presence to leverage market opportunities...

- **5 million terminals delivered since the beginning of 2012**

- Emerging markets (>1 million terminals delivered in China)
- Acceleration of replacement cycle in mature payment countries (UK, Brazil)

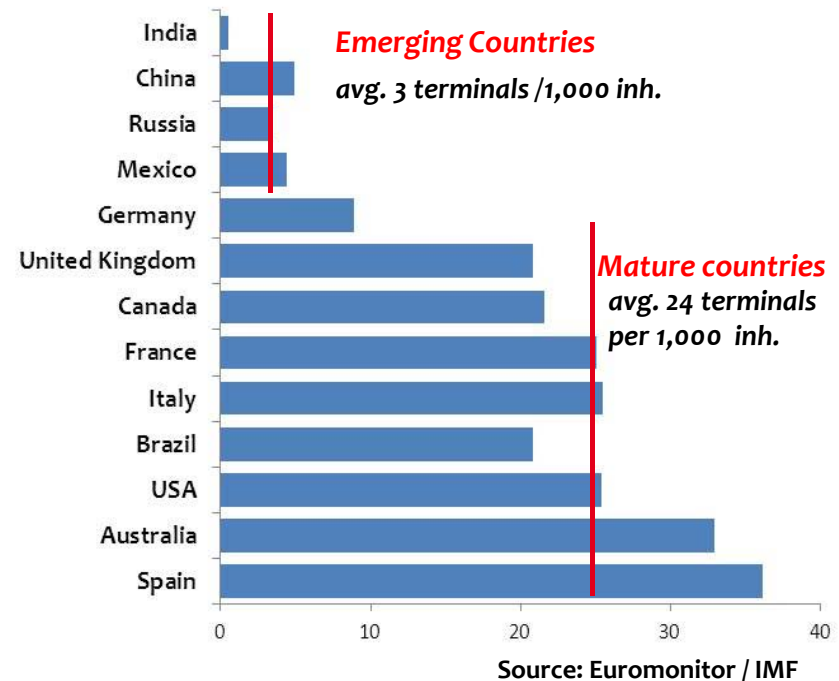
- **Emerging markets as a growth driver**

- #1 in China, Brazil
- Acquired distributors in Russia and Indonesia
- Still growth opportunities in South-East Asia, LATAM outside Brazil, Russia, Africa

- **Europe SEPA: strong foothold to deploy transactions strategy**

- Overperformed market in the first nine months of 2012 in payment terminals despite macro
- Operating >350,000 merchant terminals

- **Number of POS terminals per '000 people**





... ready to address unique market opportunity in the US

- **Market players consolidation as a key opportunity**
- **Gaining traction in the “bank card” channel to market: ahead of schedule ... with higher benefit expected in 2013**
 - ❑ Continuing to secure major processors beyond Elavon, Chase Paymentech, Vantiv
 - ❑ Signing significant distributors and ISOs
 - ❑ Certification on the AT&T network of the iWL 3G device
- **Ready to capture growth driven by EMV migration**
 - ❑ April 2013: first deadline for processors to be ready to accept EMV transactions
 - ❑ EMV is part of Ingenico DNA
 - ❑ Telium products embarking EMV and NFC
- **Addressing market increasing demand for mobile solutions**
 - ❑ Complete product range addressing mobility

Ingenico: Positioning Payment at the heart of shopping experience

New merchant requirements

Address complexity

- Multichannel acceptance
- Multi support issuing
- Multiple country

Bring flexibility

- Dynamic marketing
- VAS-loyalty@mobile
- New formats, new payment means, new schemes

Bring security

- Payment = trust = security
- Innovation, mobility, but security
- Outsource PCI constraints

Ingenico solutions

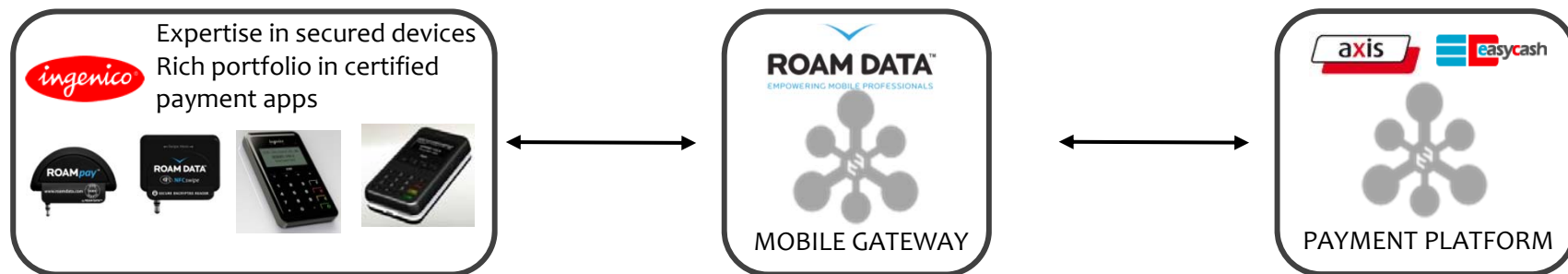




... bringing our expertise in security to alternative payment solutions ...

- **Ingenico has been investing into mobile payment ecosystem for years**

- ❑ Ingenico: unique expertise in complex payment ecosystem, beyond acceptance device
- ❑ Ingenico: unequalled mobile product range
- ❑ Investment in ROAM Data, US-based mobile commerce platform, in 2009. Operating mobile payment solutions on a white label basis in the US



- **Leveraging on Ingenico DNA to deploy secured mobile payment solutions internationally**

- ❑ World leader for secured payment acceptance devices
- ❑ International reach with strong local presence (>120 countries)
- ❑ A portfolio of >1,000 payment applications worldwide
- ❑ Knowledge of local specificities
- ❑ White label payment solutions
- ❑ Strong expertise in end-to-end security
- ❑ EMV as Ingenico group DNA

...bringing our expertise in security to alternative payment solutions ...

Organized retail



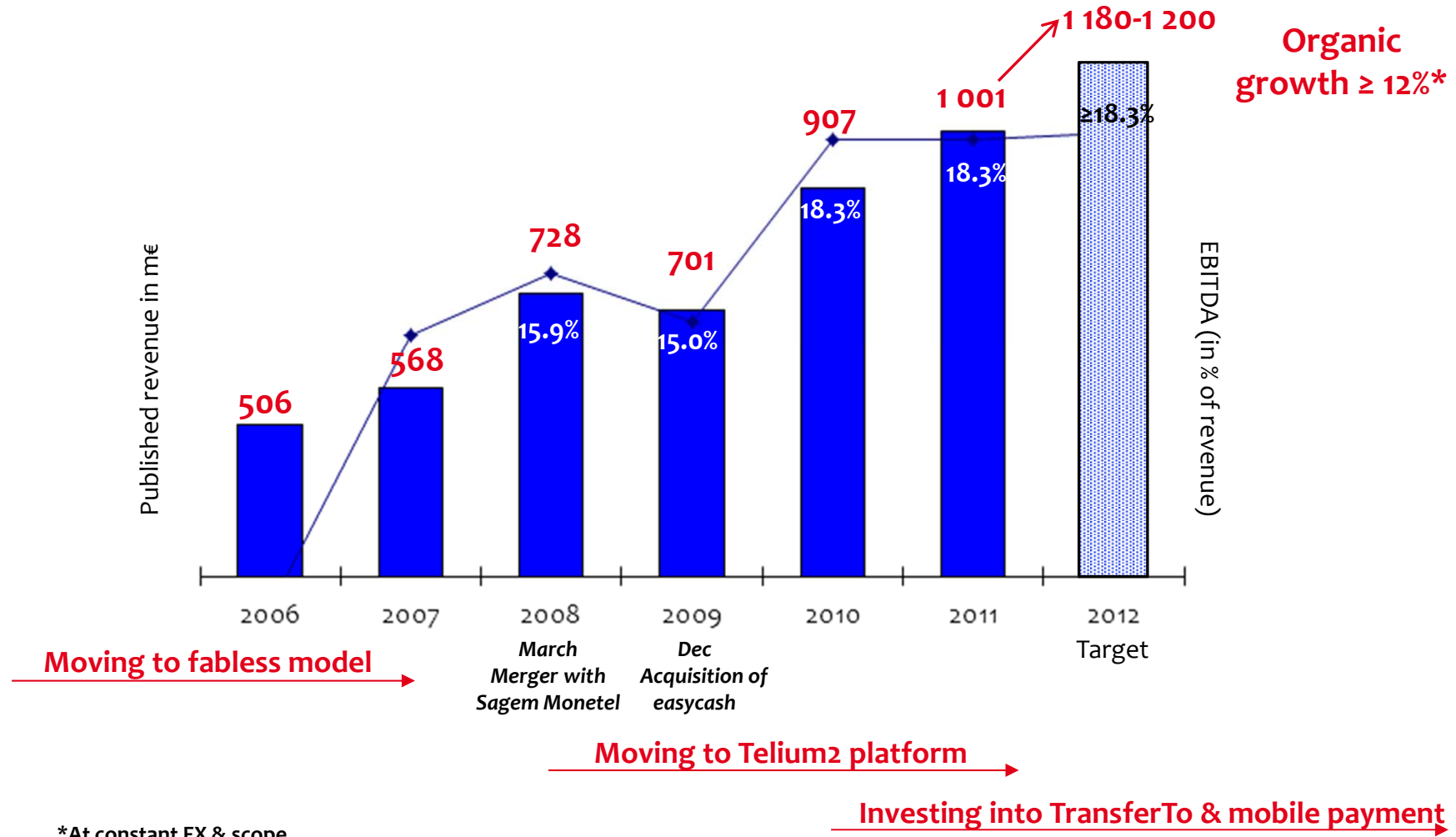
- ❑ Ingenico has payment secured solutions addressing security and EMV requirements anywhere
- ❑ Group's payment solutions are already integrated to retailers' complex CRM
- ❑ **Gaining traction with the iSMP solutions in stores**
 - ❑ **Apple stores in EMV countries**
 - ❑ **Growing pipe of pilots with large retailers internationally**

Unequipped small / medium-size merchants with new user cases (home delivery...)



- ❑ **US: ROAM Data operates mobile payment solutions on a white label basis**
- ❑ **Full range acceptance devices addressing market needs: Chip & pin solutions becoming mandatory in EMV countries**
- ❑ **On the channel-to-market: leveraging Ingenico presence**
- ❑ **Comprehensive merchants solutions with business analytics**
- ❑ **Increasing pipe of projects in all major countries**
 - ❑ **White label mobile POS solution for established acquirer to extend addressable market to nomadic merchants**
 - ❑ **Ex: m-payment end-to-end secured solutions for BNPP Fortis, with Belgium as the first roll out**

Ingenico: Proven ability to consolidate high level margin while investing for future growth



*At constant FX & scope



Ingenico: Delivering outstanding results in first nine months in 2012

- **Very strong revenue growth**

- ❑ Revenue: 853.6M€
- ❑ +23.8% on a reported basis
- ❑ +16.5% on a like-for-like basis

- **Double digit growth in all segments**

- **Net profit attributable to shareholders multiplied by 2.9 in H1'12**

- **2012 outlook raised for revenue**

- ❑ Like-for-like growth $\geq 12\%$ *

- **Consolidating margin in a period of strong investments to support future growth**

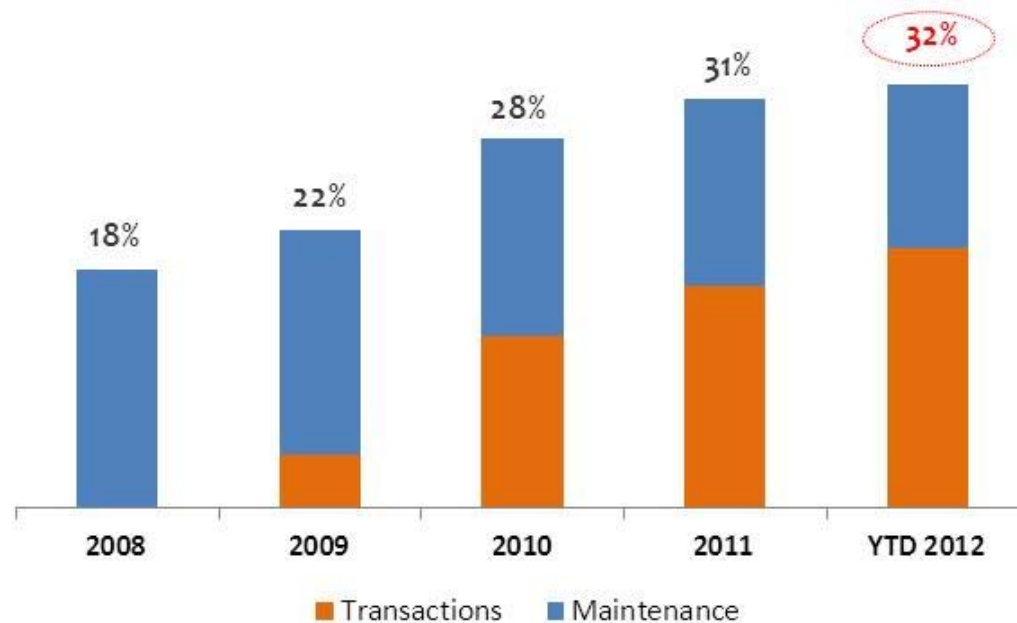
- ❑ EBITDA margin $\geq 18.3\%$
- ❑ EBITDA expected between €216 and €221 million

* vs. 2011 pro forma restated




Confirming evolution towards a new Group profile, with 32% of revenue from Transactions & Services

- **20%: revenue from Transactions (+250 bpts) in the nine first months of 2012**



- **Increased contribution of Transactions enabling more direct relations with merchants**
- **Continue to capitalize on installed payment terminal base of ~20 million to generate recurring maintenance revenue**

*Revenue derived from transactions, servicing & maintenance



Ingenico: financial strength and flexibility to execute strategy

Managing financial flexibility

- Robust balance sheet : shareholder net equity at €623m (as of June 30 2012)
- Net debt of €154.6m, x0.8 EBITDA
- 150m€ of undrawn bank facility

Generating operating cash flow

- Low capital intensive model (capex <4% of revenue)
- Balanced revenue structure (geomix, increased contribution of revenue from Transactions and Services)

Focused acquisitions

- Maintain leadership on POS market
- Provide end-to-end solutions cross-channels and on a global scale to leverage the transactions management business
- Differentiate and penetrate vertical markets with VAS provided as white label approach and/or own brand

***Ready to seize further acquisition opportunities to be a key player
in the payment industry beyond leadership in POS***



Ingenico investment case

- **Key focused strategy**
- **Technological leadership**
- **A world leader well positioned with a dual offer dedicated to merchants: terminals & transactions**
- **A growing market: continuous shift towards electronic payments**
- **Structural changes in the payment ecosystem generating opportunities for enlarged leadership: mobile payment, NFC, e-commerce**
- **Track record of profitable growth & financial strength**