

**Ingenico**

**Q1 2012 Revenue**

April 19th. 2012



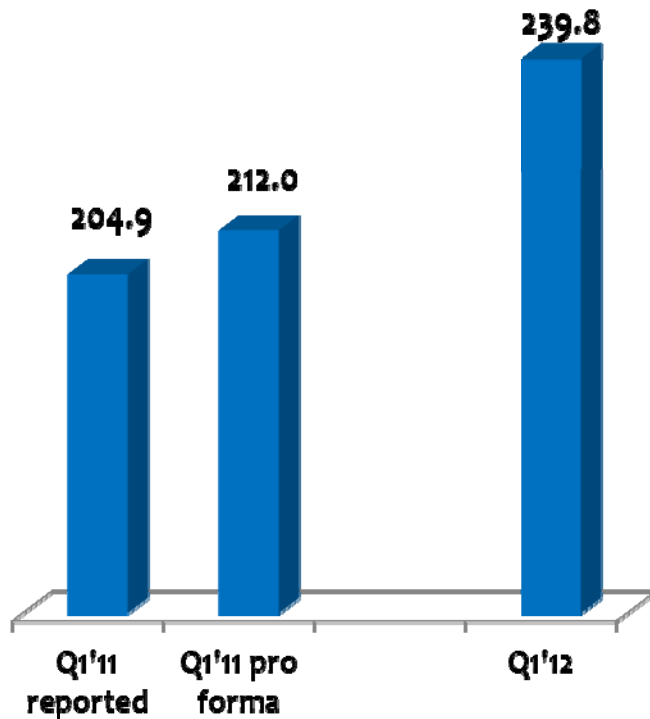
beyond  
payment



## Q1'12: strong revenue growth

- **Q1'12 Revenue : € 239.8 million**
  - +17.0% on a reported basis
  - +11.5% on a like-for-like basis
- **Strong performance in Europe and Latin America**
- **Recovery confirmed in the USA**
- **2012 targets confirmed for higher revenue growth than in 2011 and rising profitability**

# Q1'12: Robust top line growth



● Year-on year: +17.0%

□ Positive FX impact: +€2.5m

● Like-for-like: +11.5%

● +6.4%: growth derived from Terminals (hardware, servicing & maintenance)

□ Volume growth

□ Continued increased contribution of mobile & contactless terminals

● +35.1%: growth derived from Transactions

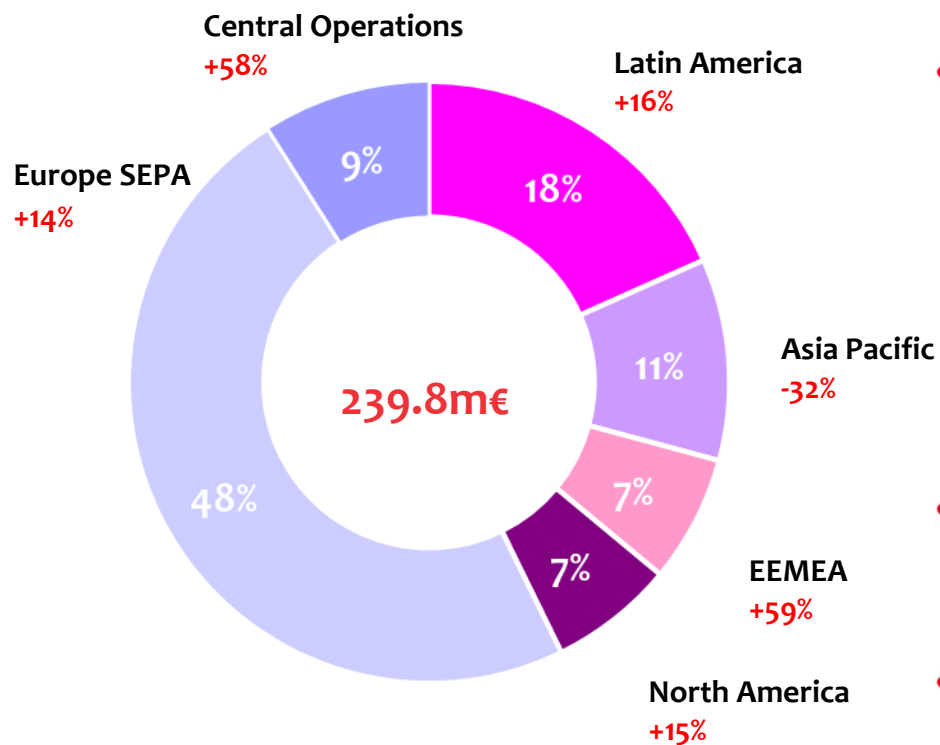
□ Growth in all segments

□ Growth acceleration driven by TransferTo

□ +15.6%: growth excluding TransferTo

# Key growth drivers: Europe and Latin America. Recovery confirmed in the USA

Q1'12 Revenue contribution & performance by region (at constant FX & scope)



## ● Europe-SEPA: strong dynamic

- ❑ UK: market share gain. Consolidated its positions in all other major countries
- ❑ Growth in Transactions

## ● Emerging markets contribution

- ❑ Latin America: continued strong sales activity in Brazil
- ❑ Asia Pacific: as expected, performance impacted by unfavorable basis of comparison (+114% in Q1'11)
- ❑ EEMEA: sustained growth in Russia, Middle East and South Africa

## ● North America: recovery confirmed in the USA where revenue almost doubled

## ● Central Operations: growth of TransferTo



## 2012 guidance confirmed

- Performance achieved in the first quarter allows Ingenico, under current economic uncertainties, to confirm its targets to continue to grow both revenue and profitability in 2012
- Like-for-like revenue growth  $\geq 8.3\%$
- EBITDA  $\geq 18.3\%$



# 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**