



# Q1 2016 Revenue

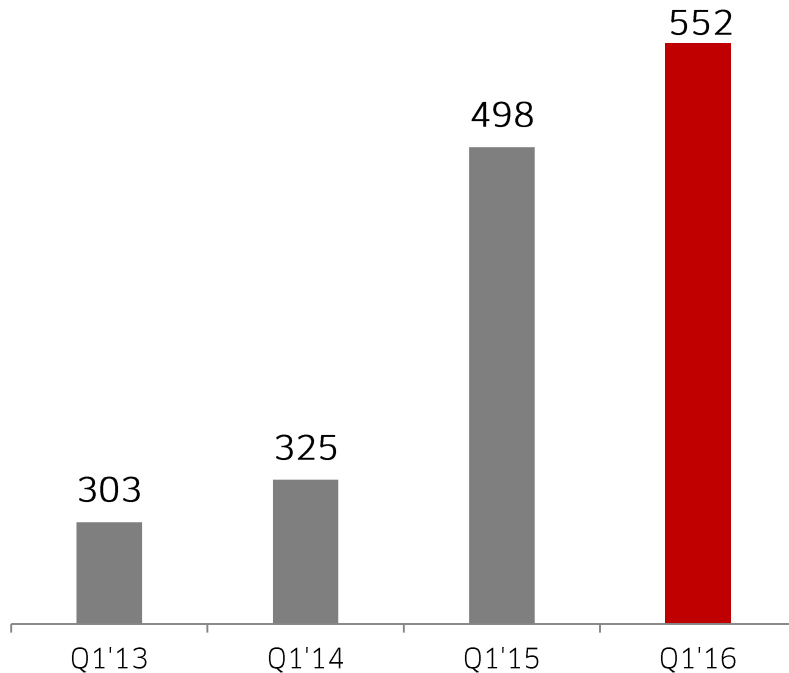
APRIL 26<sup>TH</sup>, 2016

# Q1'16/ strong growth

- Revenue: €552M
  - Organic growth: +15%
- Growth across all regions
- Outstanding growth in Terminals business
- Significant operational improvements in ePayments
- Strategic acquisition in Japan
- Specified guidance for 2016
  - Organic growth  $\geq$  10%
  - EBITDA margin c. 21%

# Q1'16 organic growth / +15%

Revenue (in M€)



- Year-on year: +11%

- FX impact: -20M€

- Like-for-like: +15%

- By geographies

- Double digit growth across most regions
- Outstanding performance in Europe & Africa, APAC&Middle East and in the US/+27%

- By business segments

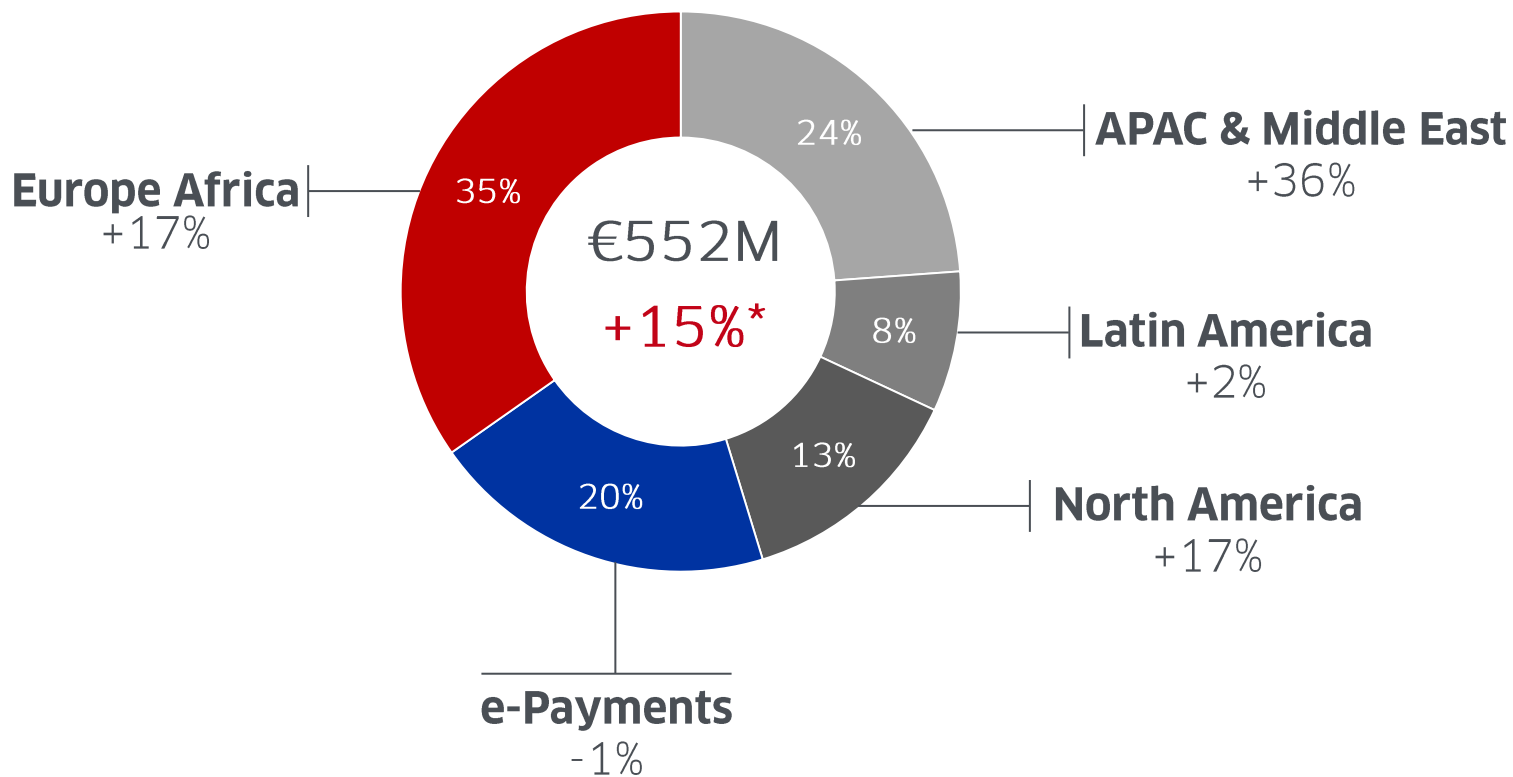
- Terminals / +21%

- Payment Services / +3%

incl. in-store +12% and ePayments -1%

\*2014PF revenue includes GlobalCollect contribution as of January 1<sup>st</sup>, 2014

# Q1'16 organic growth / +15%



\*Growth rate at constant FX & scope

# Q1'16 / trends

## North America (+17%\*)



- US : +27% LfL/ EMV migration among SMB
- mPOS: increasing contribution from EMV mPOS in shipped volumes

## Europe & Africa (+17%\*)



- Sustainable growth
- Market shares gains in emerging countries
- Exceptional orders in mature countries

## APAC & Middle-East (+36%\*)



- #1 in China
- Strong growth in SEA
- Market dynamism in India and Turkey

## Latin America (+2%\*)



- Limited impact of unfavorable situation in Brazil
- Expansion among large retailers in Mexico
- Sales recovery in Argentina

**ingenico**  
ePayments

## ePayments (-1%\*)

- Impact of decreased volumes from one key client
- Improvement of underlying business

# Operational progress / terminals

- **Tetra deployment across regions**

APAC & Middle East: first shipments

- Australia: Move 5000 deployment in progress

Europe & Africa: Lane 5000 and Move 5000 deployment

- For retailers in France and Italy
- For banks and acquirers in France, Spain, Switzerland and Israel

Latin America: first orders

- Large order from Mexican bank

- **MarketPlace update**

- c.90 apps
- Goal: 150 by end 2016
- First pilots about to start in France, Australia and Mexico with c. 15 apps available (customer survey, prepaid top-up and gift cards, donation, bill split...)



# Operational progress / ePayments

- Increasing flows with strategic clients
- IngenicoConnect fully deployed on cross-border platform
- Partnership with BNP Paribas
  - Goal: boost European online sales
  - Offer: Enabling merchants to accept both international and local payment methods
  - Available in 14 European countries with 8 different currencies
- Double digit growth in H2 2016 confirmed

# Strategic update / acquisitions

- **Acquisition of 70% of Lyudia / Distribution partner in Japan**
  - Provides SW development, certifications, logistics, maintenance and support in Japan
  - 1st step: boost payment applications certifications process and speed-up market share gains
  - ~3 million innovation driven terminals to move to EMV between 2017 and 2020
  - Long term target in Japan 30% market share
  - Give us the foundation to be well positioned to capture Japan EMV migration
- **Acquisition of Think & Go NFC / Connected screens start-up**
  - Turns digital advertising displays into payment terminals
  - Strengthens our leadership in omni-channel payment acceptance



## 2016 objectives / precised

**Organic growth**

**$\geq 10\%$**

**EBITDA margin**

**c. 21 %**

# Q1 2016 / on track to deliver 2020 objectives

Revenue objective

>€4bn\*

Double-digit  
organic growth

EBITDA margin

22-23%

FCF/Ebitda  
conversion ratio

45%

Pay-out ratio

35%

\* At 2015 exchange rate and including targeted acquisitions



## INVESTOR RELATIONS

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