Vending Solution
Increase sales via integrated end-to-end solutions
Changing market dynamics & upsell opportunities are encouraging operators to integrate new technologies into their vending machines.

**Growing trend to go cashless**

+37% growth in the number of equipped machines (1)

50% of payment cards worldwide possess contactless capability (2)

Over 20 million vending machines installed worldwide

**Smartphone payments take off**

Contactless mobile payment set to increase 14-fold in 2015 (3)

50% of payment cards worldwide possess contactless capability (2)

**Increasing need for enhanced consumer engagement**

Surge in intelligent vending machines featuring an internal PC for a better user experience: overall number will double to reach 2.7 million units in 2020 (4)

**Cashless increases revenue & profitability**

+28% additional sales (vs. cash sales) +32% of average amount (vs. cash payment)

To support you in a constantly changing market and hand you the right tools to incorporate cashless payment and achieve greater profits, Ingenico Group has launched a comprehensive solution for the self-service market.

The flexible Ingenico Vending Solution helps you increase efficiency, provide a better service, build customer loyalty and make serious savings.

---

**Ingenico Vending Solution**

**A far-reaching, flexible solution that meets operators’ needs**

<table>
<thead>
<tr>
<th>Vending machine operator</th>
<th>Ingenico Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accept payment</td>
<td>iSelf-Vending terminals</td>
</tr>
<tr>
<td>Develop loyalty</td>
<td>Close loop cards, new services</td>
</tr>
<tr>
<td>Be connected</td>
<td>Connectivity offer</td>
</tr>
<tr>
<td>Collect transaction</td>
<td>Payment gateway</td>
</tr>
<tr>
<td>Monitor payment modules</td>
<td>Estate management</td>
</tr>
<tr>
<td>Supervise machines</td>
<td>Telemetry</td>
</tr>
</tbody>
</table>

- Pick and choose configurations, support all payment methods (contact, contactless, text messaging, wallet) & the majority of vending protocols (MDB, EXE and others)
- Accept close loop cards (e.g. Microtronic, Aztec) & develop loyalty programs or additional services (e.g. mobile top-up)
- Connect your vending machine with built-in Ethernet, GPRS or external GSM with configurable SIM modem
- Centralize transaction flows & optimize acquisition fees with the payment gateway supplied by Ingenico or an Ingenico partner
- Deploy & obtain solutions that are always up-to-date
- Enable telemetry (e.g. Vendon solution) to run Ingenico’s devices using connectivity

---

**Source**

(1) Deloitte (March 2015)
(2) Smart Payment Association (May 2015)
(3) Global Industry Analysts (May 2015)
(4) USA Tech (June 2015)
Focus on iSelf-Vending / A broad array of devices that facilitates integration

Highly flexible, robust and user-friendly, iSelf-Vending is a series of modular acceptance devices and dedicated accessories that meets the majority of vending configuration needs:

- Set of configurations to cover all kinds of vending machines
- Easy mechanical and software integration
- Ruggedized solutions for intensive use
- Highest security level (PCI-PTS compliancy)

This large selection of cutting-edge, industry-approved devices enables the painless integration of cashless payment in self-service kiosks.

Beyond vending, the iSelf-series payment acceptance devices efficiently bring cashless into self-service market segments such as payment kiosks, parking and petrol.

www.ingenico.com