INGENICO VENDING

Accelerating self-service performance
The vending distribution channel is growing substantially, in a market reinventing itself to support the retail revolution.

Self-service is used in a wide range of sectors, from snacking to the sale of cosmetics or electronic products, and represents a key point of interaction in the customer experience.

**Trends**

- 67% of payment cards in France in 2018 are contactless. Objective 100% in 2020
- 35% growth expected between 2018 and 2022 for smart vending machines (equipped with PC)
- €2 BILLION global turnover for the self-service sector in 2018
- +200 millions vending transactions managed each year
- +20% revenue for Ingenico clients thanks to the implementation of contactless payment solutions
- +70% vending terminals deployed between 2016 and 2018
### Ingenico vending solutions

Ingenico solutions are **compatible with the most commonly-used payment methods** (bank cards, private cards, smartphones, connected objects). They offer a unique user experience, allowing optimized management.

**A complete and flexible offer:** payment and acquisition platforms and terminals. Combined with the main telemetry solutions on the market, this offer establishes Ingenico as a preferred partner for vending operators, in order to optimize the performance and the profitability of their distributors.

### Benefits

<table>
<thead>
<tr>
<th>Accept payment</th>
<th>Terminals</th>
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<tbody>
<tr>
<td>Develop loyalty</td>
<td>Private cards / additional services</td>
</tr>
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<td>Connect</td>
<td>Connectivity offer</td>
</tr>
<tr>
<td>Collect transactions</td>
<td>Payment platform</td>
</tr>
<tr>
<td>Control and manage terminals</td>
<td>The Estate Manager</td>
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<tr>
<td>Supervise products</td>
<td>Telemetry</td>
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- **Modular configurations** allowing all payment methods (contact, contactless, SMS, wallet) and most sales protocols (MDB, EXE, etc.) to be handled
- **Acceptance of all closed-loop/private cards** on the market and mobile top-ups with loyalty program management
- **Management of vending machine connectivity** (integrated Ethernet, external GPRS or GSM with configurable SIM modem)
- **Financial reporting - real-time dashboard / Centralization of the transaction flows and optimization of acquisition expenses via the Ingenico full-service offer, or a partner**
- **Remote management and update of the payment applications**
- **Compatibility with the main telemetry solutions on the market to combine payment and optimized management of products and automatic distributors**
**iSelf Series**

The **iSelf** range includes payment acceptance terminals and dedicated accessories which can be adapted to all self-service configurations. Flexible, solid and easy to use, these terminals have the highest level of certified security.

- **Only range certified** for EMV and local schemes (CB, C-Tap, CB2, Redsys, etc.)
- **PCI PTS certification and EVA compliance**
- **The largest portfolio** of payment applications on the market (Cless 5.5, ExpressPay, ApplePay, Alipay, SamsungPay, WeChat Pay, etc.)
- **Independence with regard to purchasers**

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**Contact and contactless payment module with PIN code reading**

- **iSELF TRIO**: iUP250 + iUR250 + iUC150B / Ruggedized configuration
- **iSELF DUO**: iUP250 + iUC250 / Compact ruggedized configuration with 3-in-1 reader (magnetic, chip & contactless)

**Low-value transactions** (less than 30 euros)

**High-value transactions**

**Low-value transactions for smart vending machines**

**Connected screens: where vending and retail meet**

Include the Think & Go contactless payment solution into your screens

Ingenico is an innovator in the self-service world, with the first connected screens integrating payment targets, an immersive experience allowing:

- Simpler and smoother purchases
- The creation of new omni-channel usages (drive to store, promotions, donations, etc.
- More interactions with a wider range of connected objects (bank cards, smartphones, smart watches, etc.)

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Ingenico is an active member of ANDA, NAVSA, NAMA, bdv, and the vending and retail associations.

For more information, visit www.ingenico.com