



H1 2015 earning results

JULY 29TH , 2015

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— ● agenda H1 2015

- **Highlights**

Philippe Lazare, Chairman and CEO

- **Financial results**

Pierre-Antoine Vacheron, EVP Strategy, Performance & Finance

- **2015 strategic update & outlook**

Philippe Lazare, Chairman and CEO



Highlights

H1 2015

H1'15 /

strong increase in business performance & results

- **Strong revenue growth : €1,058m**
 - Like-for-like growth: +15%
 - Reported growth: +50%
 - Growth well-balanced across region and segments
- **EBITDA margin progression to 23.6%**
- **Net income, attributable to shareholders up to €122m**
- **Solid Balance Sheet strengthened by successful OCEANE issuance**
- **Key Highlights**
 - United States becomes second revenue contributor after China
 - Steady growth in Europe
 - Rapid integration of Global Collect
 - Solid progress of Telium Tetra solutions
- **Objectives raised**

2015 objectives / raised

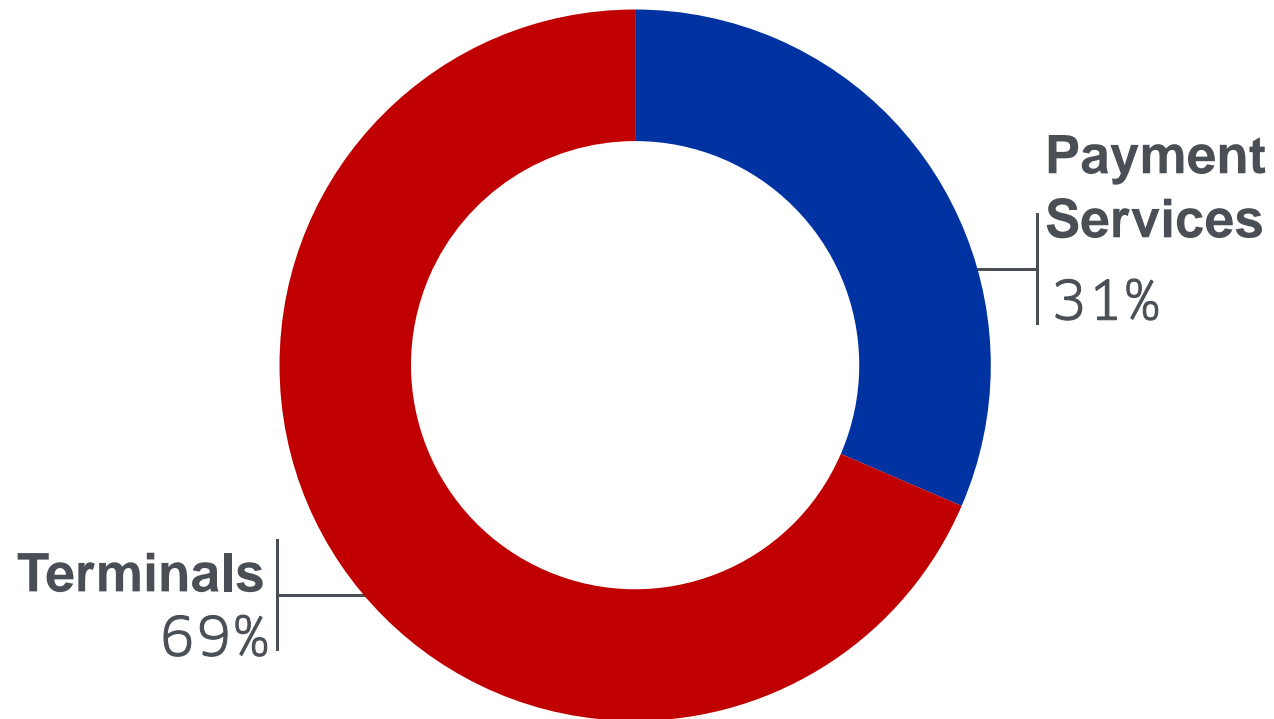
Organic growth
+10 to 12 %

EBITDA margin
≥ 22 %

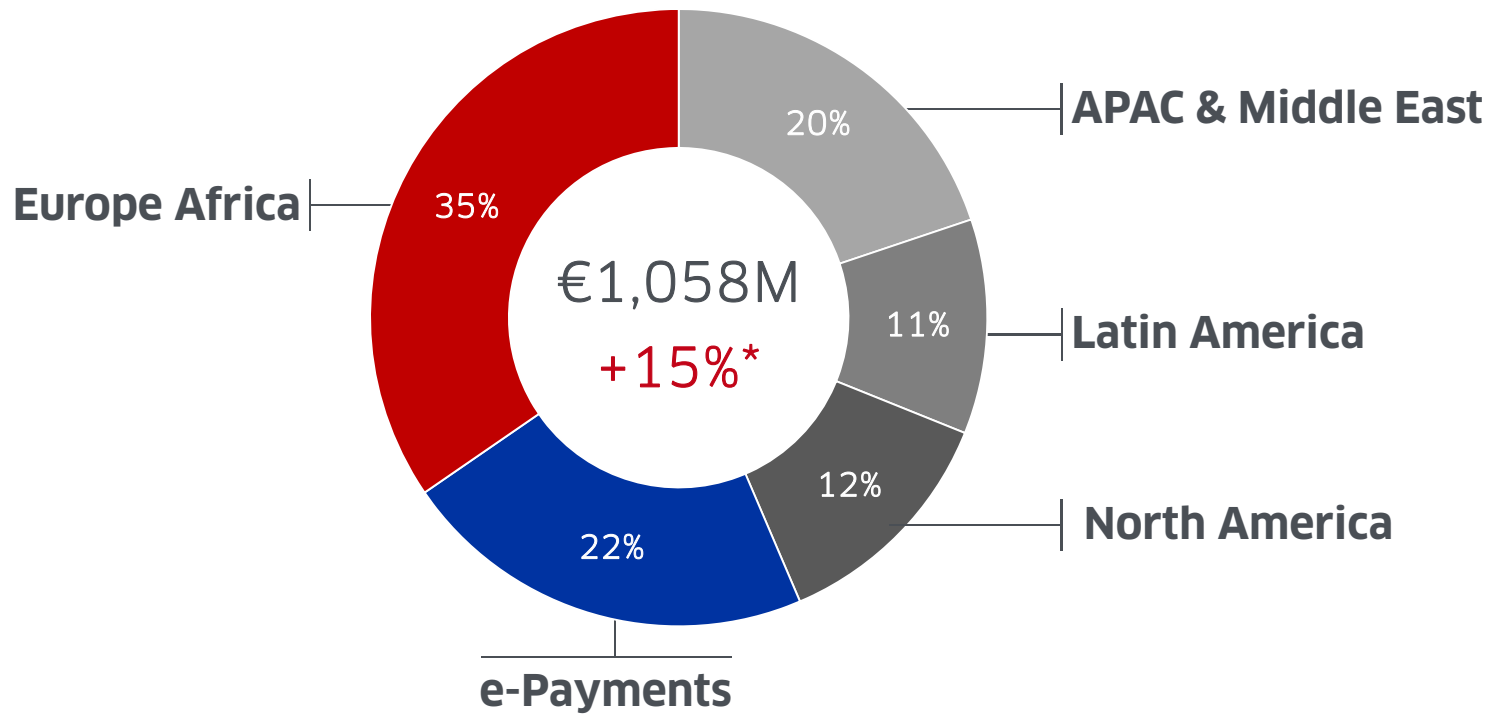
H1'15 / group transformation in progress

H1 2015 Revenue
€1,058M

Including e-Payments :
22% of Group revenue

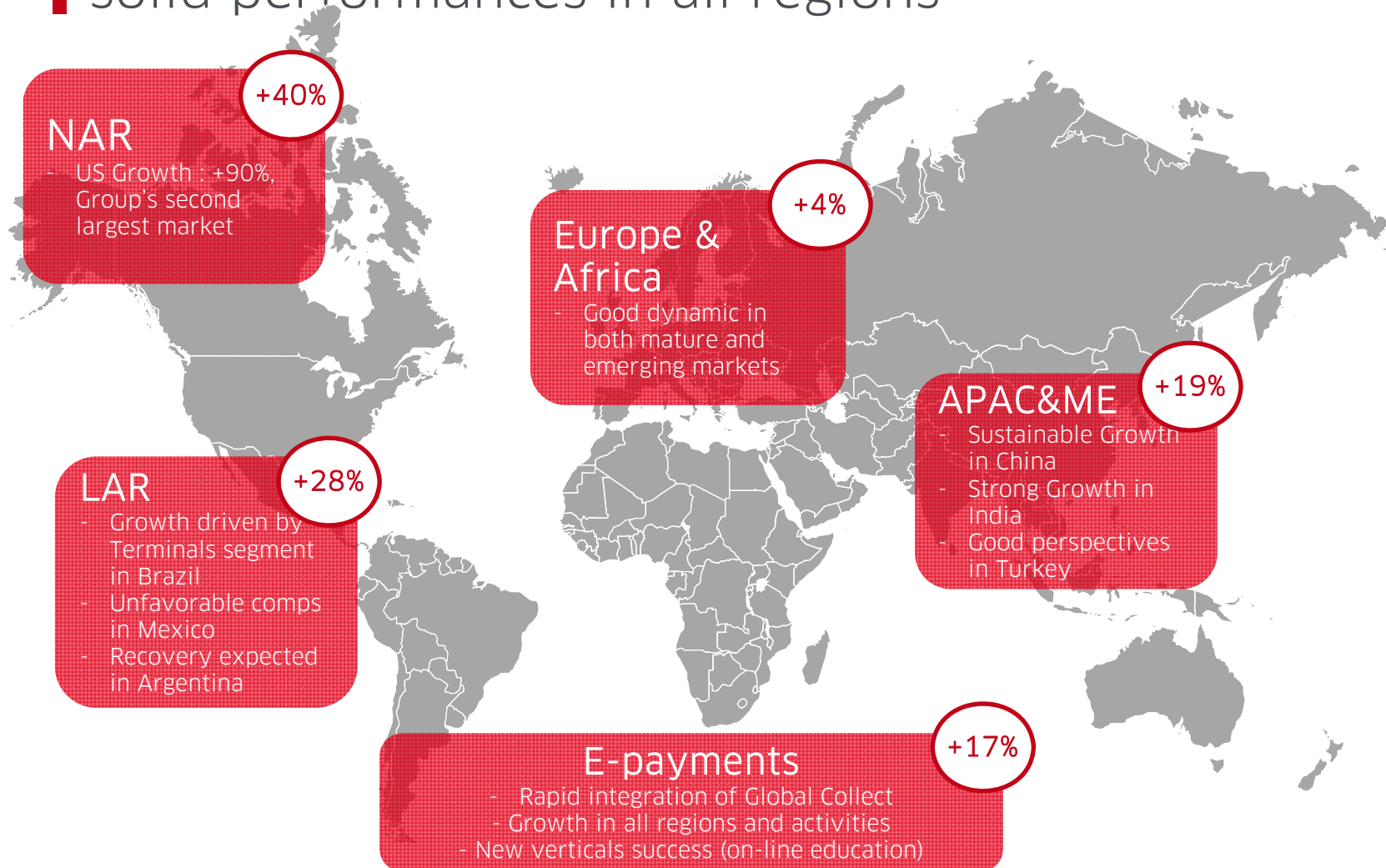


H1'15 / revenue by region



*Growth rate at constant FX & scope

H1'15 organic growth / solid performances in all regions





Financial Results

H1 2015

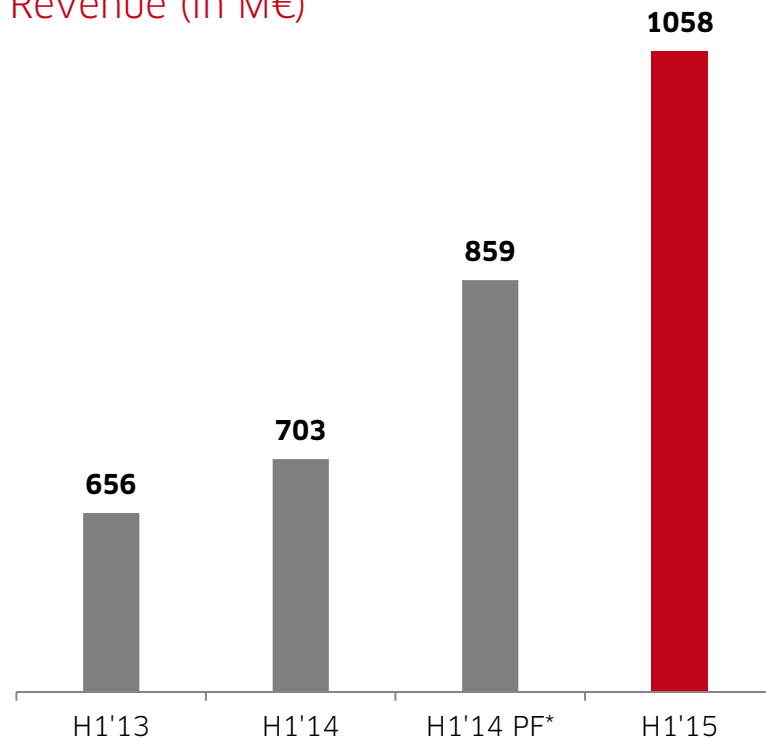
Basis of presentation for H1'15 financials

For a better understanding of the Group's performance

- Operating performance and income statements in this presentation are prepared on an adjusted basis, i.e. exclude the impact of PPA amortization (IFRS3)
- Foreign exchange gains and losses (including hedging) are reported in the income statement depending on their nature
- Main financial data for 2015 have been analyzed on an adjusted basis, i.e. before purchase price allocation (PPA)
- 2014 pro forma financial data have been restated from January 1st, 2014 to reflect GlobalCollect acquisition completed on September 30, 2014 and presented on a non-reviewed adjusted basis
- 2014 pro forma revenue has been restated from January 1st, 2014 to reflect the new organization within operational division

H1'15 / strong and sustained growth

Revenue (in M€)



Year-on year: +50%

- FX impact: +68M€

Like-for-like: +15%

By geography

- Solid growth across all regions

By business segment

- Terminals / +15%
- Payment Services / +16%
with e-Payments: +17%

H1'15 / consolidated income statement

In M€	H1'15	H1'14 Reported	H1'14 Pro forma*	Changes vs. H1'14PF
Revenue	1,058	703	859	+15%**
Gross Profit	474	325	378	+25%
<i>In % of revenue</i>	44.8%	46.2%	44.0%	+ 80 bpts
EBITDA	249	158	182	+37%
<i>In % of revenue</i>	23.6%	22.4%	21.2%	+ 240 bpts
EBIT	221	135	159	+39%
<i>In % of revenue</i>	20.9%	19.3%	18.5%	+ 240 bpts
Net profit, attributable to shareholders	122	75	-	-

*Pro forma including GlobalCollect contribution as of January 1st, 2014

**Growth rate at constant FX & scope

H1'15 / gross profit by activity

<i>in €M</i>	Terminals	Payment Services	H1'15
Revenue	725	333	1,058
<i>Like-for-like growth</i>	<i>+15%</i>	<i>+16%</i>	<i>+15%</i>
Adj. Gross profit	347	127	474
<i>In % of revenue</i>	<i>47.8%</i>	<i>38.2%</i>	<i>44.8%</i>

- Terminals: Strong revenue growth and positive mix effect
- Payment Services: Costs under control (Axis) - Opex Phasing - Positive impact from foreign exchange activities for cross-border transactions

H1'15 / operating expenses under control

<i>in €M</i>	H1'15	H1'14 pro forma	H1'14 reported
Research & Development	69	55	48
Sales & Marketing	82	73	65
General & Administrative	102	90	77
Adj. Operating expenses	253	219	190
In % of revenue	23.9%	25.5%	27.0%

- S&M and G&A expenses under control
- Financing innovation to sustain the Group leadership

H1'15 / net result

<i>In M€</i>	H1'15	H1'14 reported	H1'14 pro forma
Adj. EBIT	221	135	159
Purchase Price Allocation	(25)	(13)	(26)
Other income & expenses	(3)	(2)	-
Financial result & Equity Method	(6)	(8)	-
Income before tax	188	112	-
Income tax	(64)	(37)	-
Income tax rate	34.2%	33%	-
Net Result	124	75	-
Net Result, attributable to shareholders	122	75	-

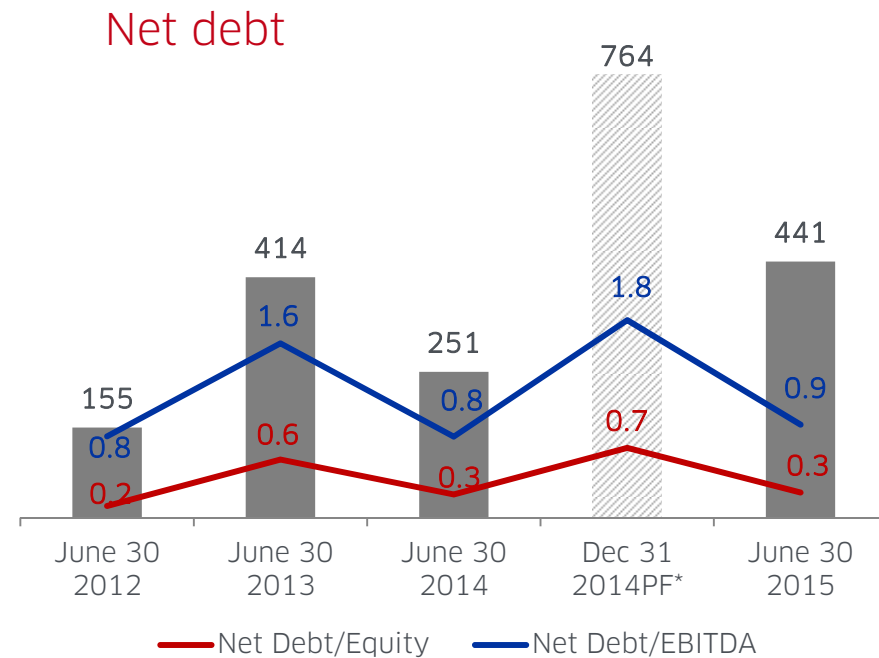
H1'15 / Free Cash Flow

<i>In M€</i>	H1'15	H1'14
EBITDA	249	158
Working capital changes	(81)	(42)
Capex	(27)	(21)
Other income & expenses	(1)	(2)
Interests paid	(8)	(6)
Tax paid	(73)	(28)
Free Cash Flow	59	59

- Working capital changes due to temporary seasonality effect
- WCR represents 11% stable vs last year
- Tax paid increase due to geographical mix
- 45-50% EBITDA/FCF Conversion Ratio Target Confirmed

H1'15 / robust financial structure

<i>In M€</i>	H1' 15	H1'14
Net debt as of Jan. 1	764	296
Free Cash Flow	59	59
Dividend paid	(31)	(20)
OCEANE 2011-2017	111	10
Issuing of OCEANE 2015-2022	73	-
Acquisitions net of disposals	94	-
Others	18	(4)
Change in net debt	(324)	45
Net debt as of June 30	441	251



*Including GlobalCollect on a FY basis

a smart business model
Mid term target

Growth
> +10%

EBITDA
margin
> 20%

High cash
conversion
confirmed

H1 results confirm strengths
of Group's Business Model



2015
strategic
update &
outlook

strategic update / GlobalCollect integration



AFTER ONE YEAR

Growth : +17% organic in H1 2015

Integrated organisation (Comex)

strategic update / Multichannel gateway

The offer:

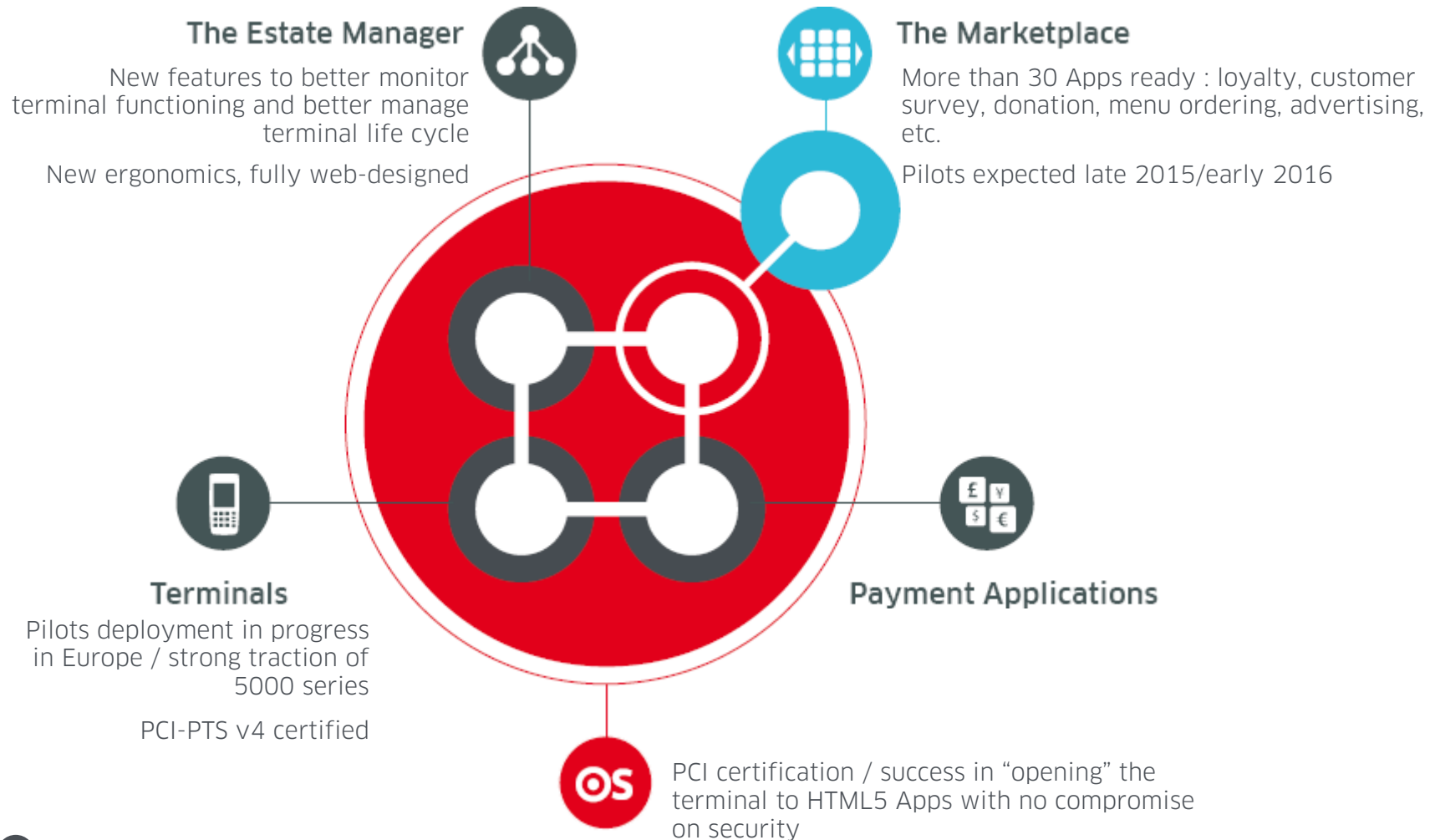
- 1 GW managing in-store and on-line transaction
- 1 back-office for global reporting and configuration
- 1 token to identify consumer in-store and on-line
- 1 set of cross channel services (eg click and collect)



H1 2015 Achievements

- Market first real cross channel GW available with first customers boarded (token, unique reporting...)
- First SEPA compliant GW in pilot
- Most of the tenders for in-store P2PE certified GW won by Ingenico Group, validating positioning.

strategic update / Telium Tetra: major progress



strategic update / innovation: key achievements in H1'15



Paving the way for payment acceptance in connected devices



Partnership to help online merchants boost their business abroad



In H1 2015, Ingenico Labs developed technologies enabling Group's clients to use Apple Pay solutions, including contactless payment and loyalty program. Proof of concept with clients underway.

Ingenico Group / a strong platform for the future

- **A truly global player, with strong scale effect**
- **Positioned all across the payment value chain**
- **Stronger into software and services**
- **An unrivalled combination of geographical coverage, network of acquirers/banks and payment methods**
- **A well-balanced presence in mature and emerging markets**
- **A large and diversified customer base**
- **A proven track record in executing strategy and generating profitable growth**



Appendix

2014 pro forma / including GlobalCollect

In M€	H1 2014 Pro forma	FY 2014 Pro forma
Revenue	859	1,846
Adjusted Gross Profit	378	807
<i>In % of revenue</i>	44.0%	43.7%
Adjusted OPEX	(219)	(446)
<i>In % of revenue</i>	25.5%	24.2%
EBITDA	182	415
<i>In % of revenue</i>	21.2%	22.5%
Adjusted EBIT	159	361
<i>In % of revenue</i>	18.5%	19.6%

*Growth rate at constant FX & scope

2013 Pro Forma / R&D Reclassification

In M€	2013PF before reclassification	Reclassification	2013PF
Adjusted Gross Profit / Terminal	500	-	500
<i>As a % of revenue</i>	<i>46.1%</i>		<i>46.1%</i>
Adjusted Gross Profit / Payment Service	93	11	104
<i>As a % of revenue</i>	<i>43.0%</i>		<i>48.0%</i>
Adjusted Gross Profit	593	11	604
<i>As a % of revenue</i>	<i>45.6%</i>		<i>46.4%</i>
Research & Development	(94)	(11)	(105)
Sales & Marketing	(119)		(119)
General & Administrative	(145)		(145)
Adjusted operating expenses	(358)	(11)	(369)
<i>As a % of revenue</i>	<i>27.5%</i>		<i>28.3%</i>

PPA at Year End and amortization

By Acquisition	Amortization				
	2014	2015	2016	2017	2018
easycash	(8)	(8)	(4)	(4)	(4)
Sagem Monetel	(4)	(4)	(4)	(4)	(1)
XIRING	(3)	(2)	(1)	(1)	(1)
Ogone	(7)	(7)	(7)	(7)	(4)
GlobalCollect	(6)	(24)	(24)	(24)	(24)
Others	(4)	(3)	(2)	(2)	(1)
Total	(32)	(48)	(42)	(41)	(35)