



PRESS RELEASE

**INVESTOR DAY  
Ingenico unveils its ambition for 2016**

- **Acceleration of its multi-channel strategy**
- **Launch of Telium 3, the new platform developed by Ingenico R&D**
- **2016 Revenue target above € 1.8 billion**
- **2016 EBITDA margin target above 20% of revenue**
- **Implementation of a dividend policy**

**Paris, March 26, 2013** - Ingenico (Euronext : FR0000125346 - ING), leading worldwide provider of payment solutions, today holds an Investor Day in London and unveils its ambition for 2016.

In a fast-moving payment market with in-depth evolutions, Ingenico remains the central player in the relationship between banks, merchants and their customers, based on its unique expertise and offer adapted to all sales channels (in-store, online and mobile) for merchants, directly or indirectly through banks.

To reach its ambition, Ingenico has defined priorities which will enable the Group to generate profitable growth, based on five strategic axes:

- Deploy its global multi-channel strategy, notably in e-commerce with the integration of Ogone – the acquisition of which has been finalised today – and in mobile payment based on ROAM's platform;
- Further integrate its offer around POS with associated Value Added Services leading to additional revenue for merchants and strengthened relationship with their customers;
- Strengthen its presence in selected emerging markets;
- Keep on innovating with a focus on R&D, to deploy its offer on all connected devices, notably with the launch of the open and secured Telium 3 platform for all applications;
- Continue to evaluate bolt-on acquisition opportunities in payment terminals, services and technology.

Philippe Lazare, Chairman and CEO of Ingenico commented: «*Payment remains the universal, definitive and decisive element in the act of purchasing in a constantly evolving ecosystem marked by the development of both e-commerce and mobile payment, combined with a new relationship between consumers and merchants that has radically changed. In this context, Ingenico is, more than ever, central in the merchant-consumer relationship. By anticipating these changes, Ingenico*

beyond  
payment

*has become a leading payment enabler. With its diversified geographical footprint, its outstanding range of solutions, its technological leadership, and its solid and diversified customer base, Ingenico has all the assets to deploy a multi-channel offer for merchants and banks. This strategy, based on both our technological and operational expertise will enable us to accelerate further our long term profitable growth. »*

In this context, Ingenico has defined its 2016 financial targets to sustain profitable growth, with revenue over € 1.8 billion while improving its operational performance with an EBITDA margin above 20%. Moreover, Ingenico plans to implement a dividend policy, with a pay out ratio of 35%.

The presentation will be available on [www.ingenico.com/finance](http://www.ingenico.com/finance), as well as an on-demand webcast from 4pm (Paris).

*This document includes forward-looking statements relating to Ingenico's future prospects, development and business strategies. By their nature, forward-looking statements involve risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from those expressed or implied by these forward-looking statements. Ingenico's financial condition and results of operations and the development of the industry in which Ingenico operates may differ materially from those made in or suggested by the forward-looking statements contained in this document. In addition, even if Ingenico's financial condition and results of operations and the development of the industry in which Ingenico operates are consistent with the forward-looking statements contained in this document, those results or developments may not be indicative of results or developments in future periods.*

*Ingenico does not assume any liability to update such forward-looking statements whether as a result of any new information or any unexpected event or otherwise. Further information on factors which could affect Ingenico's financial results is provided in the documents filed with the French Autorité des Marchés Financiers.*

## **About Ingenico (Euronext: FR0000125346 – ING)**

Ingenico is a leading provider of payment solutions, with over 20 million terminals deployed in more than 125 countries. Its 4,000 employees worldwide support retailers, banks and service providers to optimize and secure their electronic payments solutions, develop their offer of services and increase their point of sales revenue. More information on [www.ingenico.com](http://www.ingenico.com) | [twitter.com/Ingenico](https://twitter.com/Ingenico). |

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### **Next events**

Investor Day: March 26 2013 in London  
Q1 13 revenue: April 22, 2013  
Annual General Meeting of Shareholders: April 29, 2013