

# Hello

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*Advanced Projects and Solutions Manager - Verifone*

*OUR VISION*

To be our clients' most trusted, secure, and innovative technology partner, providing integrated payments and commerce solutions globally

*OUR STRATEGY*

Build next-generation devices and connect them with our expanded services to enable the future of payments and commerce



# Market forces

- 1 Acceleration away from cash to electronic payments
- 2 Proliferation of POS solutions
- 3 Increasing complexity of consumer payments
- 4 Growing consumer expectation for omni-channel experiences
- 5 Push for innovation comes from shoppers

Growing use of electronic payments is increasing demand for payment devices and services



Large and small merchants are increasing their demand for new types of payment devices (checkout solutions, mPOS)



Clients are seeking new technologies



Payments and Financial Services

Loyalty and Incentives

Targeted Marketing

Payments and Financial Services

Loyalty and Incentives

Targeted Marketing

# Mobile App payment trends



China

Vs



Rest of the World

## Mobile App users in 2016 (Million)

|              |               |
|--------------|---------------|
| WeChat       | 900M          |
| AliPay       | 520M          |
| <b>Total</b> | <b>1.420M</b> |

|              |             |
|--------------|-------------|
| Apple Pay    | 86M         |
| Google Pay   | 34M         |
| Android Pay  | 24M         |
| <b>Total</b> | <b>144M</b> |

## Transactions Volumes

|              |               |
|--------------|---------------|
| AliPay       | 1.700M        |
| WeChat       | 1.200M        |
| <b>Total</b> | <b>2.900M</b> |

|              |            |
|--------------|------------|
| Apple Pay    | ND         |
| Google Pay   | ND         |
| Android Pay  | ND         |
| <b>Total</b> | <b>75M</b> |

