



ingenico

**A new Ingenico for
A New World Of
Payments**

Milan, 23rd November 2023



WELCOME

ANGELO PANARELLA

Head of Italy, Southern & Eastern
Europe & Middle-East

Ingenico



A new Ingenico for a new World of Payments

Agenda

3:30pm

Welcome

By Angelo Panarella | Head of Italy, EE, SEE, ME at Ingenico

3:40pm

A new Ingenico

By José Luis Arias | Executive Vice President EMEA at Ingenico

3:55pm

Phos, how to make the difference with our SoftPOS solution?

By Mike Barnes | Sales Director at Phos by Ingenico

4:10pm

Enabling a whole payment ecosystem: Axerve case study

By Giulio Montemagno | EVP & General Manager PPaaS at Ingenico

By Alessandro Bocca | CEO of Axerve

4:25

Q&A & Closing

By Angelo Panarella | Head of Italy, EE, SEE, ME at Ingenico



Welcome to

JOSÉ LUIS ARIAS MUERZA

EVP Head of EMEA Region
Ingenico



A new Ingenico

From payment terminals to...
a whole ecosystem enabler



MARKET CONTEXT

A world of payment more and more demanding



**We intend,
together,
to turn these
demands into
opportunities**

INGENICO'S UNIQUE POSITIONING

By leading in Innovation, Solutions and Sustainability

ACCEPT

1

Accept payments on any device



Android



SoftPOS



3rd Party Devices

- EMV and scheme Payment applications
- AXIUM devices for SMB, Retail & Self Service
- SoftPOS by PHOS
- 3rd Party POS vendor support
- 'Thin Client'

MANAGE

2

Manage merchant experience & services



Device Management



Merchant Experience & Service



360° Support

- MyIngenico web portal and App
- Wizards (Chatbot, Visual IVR, AI Agents)
- Terminal Services

ENHANCE

3

Enhance through innovation



Payment & Commerce Services



Data Insights



Partner Integration

- POS to Terminal Payment flows
- Alternative Payment Methods, QR payments
- Value Added Services
- Device Advertising
- Smart Dashboard
- Digital Receipts

Welcome to

MIKE BARNES

Sales Director

Phos by Ingenico



Phos: how to make the difference with our SoftPOS solution?

More than payment acceptance, a business management tool for merchants





SMB to Enterprise Merchants want to accept payments but...

... they don't want to invest in a
traditional POS

What about turning their **SMARTPHONE** into a
PAYMENT SOLUTION... SEAMLESSLY?

Let's see how Phos works...

Who uses SoftPOS? Everyone!

Micro-
Merchants

Small
Businesses

Mobile
Businesses

Mid-Sized
Retailers

Tier-One
Retailers

USE CASE



BENEFITS

- Convenience
- Cost-effectiveness

- Availability
- Peaks management

- Ubiquity
- Ease of use

- Optimization
- Backup

- Queue busting
- Pop-up

Welcome to

GIULIO MONTEMAGNO

EVP and General Manager PPaaS
Ingenico



Enabling the payment ecosystem

A success story for Axerve



What challenges are you facing?
**AN INCREASINGLY COMPLEX
ENVIRONMENT TO SUCCEED IN**

Lower TCO
through
**enhanced
operational
efficiency**

Manage
merchant
relationships
and **reduce
churn**

Create a **great
merchant
experience**
from end
to end

**Unlock new
revenue** and
drive growth

Embrace
complexity to
**make it
simple...**



Welcome to

ALESSANDRO BOCCA

CEO







Q&A SESSION



ingenico

THANK YOU