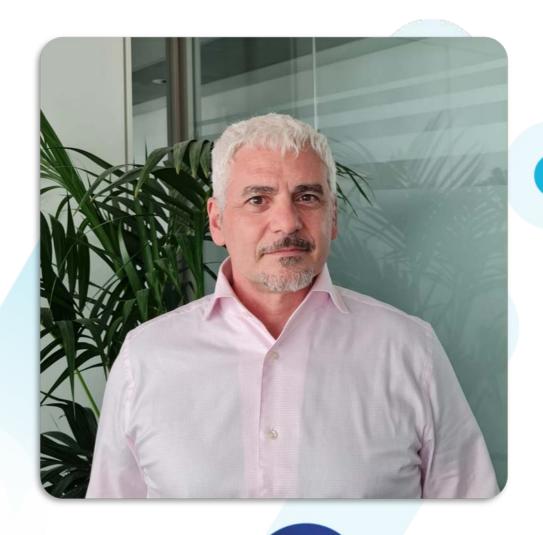




ANGELO PANARELLA

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







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



How to help merchants enrich their in-store experience to be more competitive?

How to answer quickly merchants' needs to avoid churn and heavy investments?

How to keep both merchants' and consumers' experience simple and secure?

We intend, together, to turn these demands into opportunities



INGENICO'S UNIQUE POSITIONING

By leading in Innovation, Solutions and Sustainability

ACCEPT



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

Manage merchant experience & services



Device Management



Merchant Experience & Service



Note that Note

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

ENHANCE



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



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 Enterprice 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
- Costeffectiveness
- Availability
- Peaks management

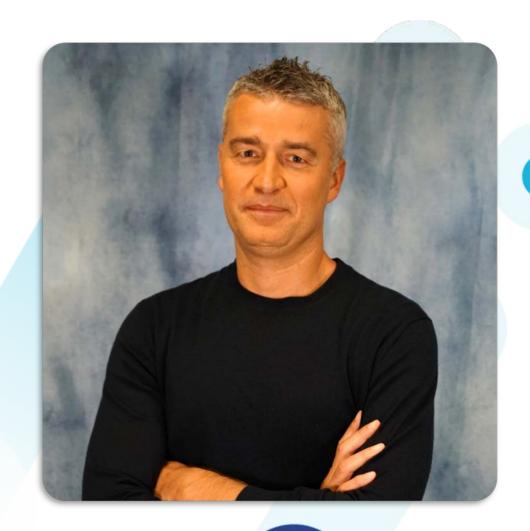
- Ubiquity
- Ease of use
- Optimization
- Backup

- Queue busting
- Pop-up



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

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

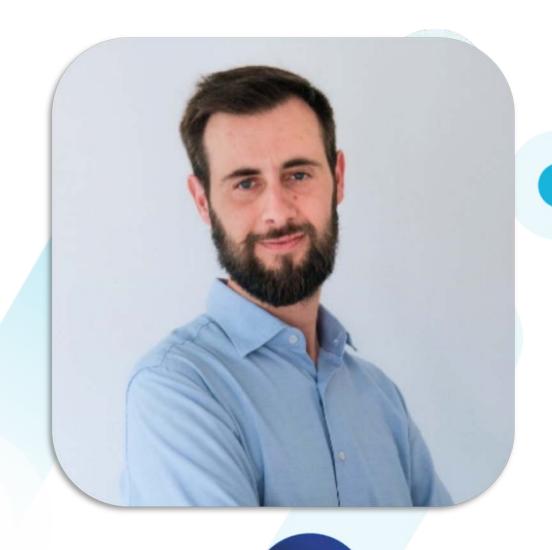
Embrace complexity to make it simple...



ALESSANDRO BOCCA

CEO













Q&A SESSION

