

Agenda

Paul Galant
Vision

Driven by clients' current and future needs

Vin D'Agostino
Strategy

Defining market dynamics and strategy for growth

Glen Robson
Solutions

Launching next-generation, client-centric devices and services

Joe Mach
June Felix
Carlos Lima
Steve Aliferis
Regional Leadership

Delivering global solutions locally

Sheetal Shah
Operations

Increasing efficiency and discipline

Marc Rothman
Finance

Driving improved results and delivering greater shareholder value



Verifone has a unique global footprint to distribute our next-generation devices and services



North America

Goal: expand our lead as the #1 provider of devices and attach services

- #1 terminal provider in the United States
- Growing services business
- Expanding our lead in the Petro market



EMEA

Goal: leverage our solutions portfolio to strengthen and expand our franchise

- #1 or 2 in markets where we compete
- Solutions for both emerging and mature markets including omni-channel & cross-border capabilities



Latin America

Goal: jump-start growth through new devices and services

- #1 terminal provider in Mexico, Colombia, and Argentina and a leading terminal provider in Brazil
- Launched a new gateway in the region to drive growth in services



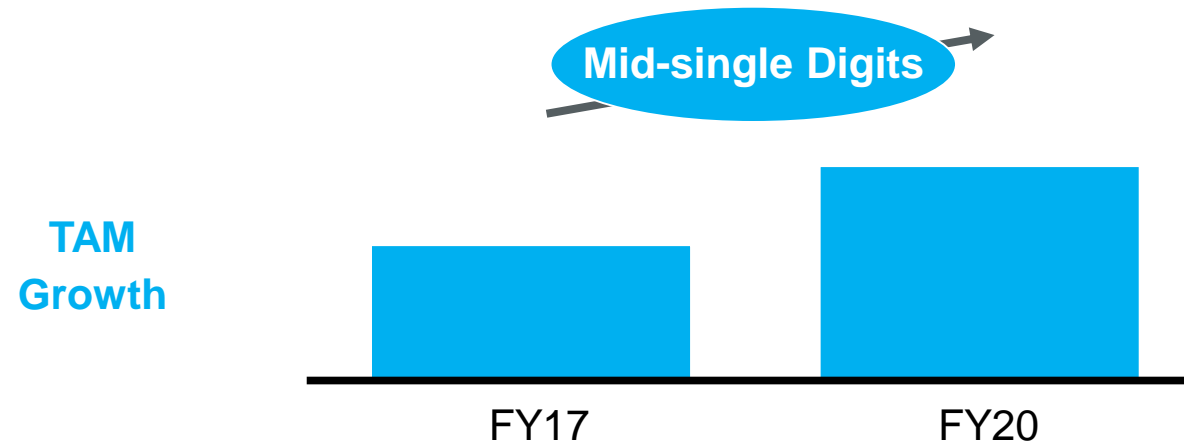
Asia Pacific

Goal: rebuild the China franchise, maintain share in mature markets, and capture emerging market growth

- #1 in Australia, New Zealand, India, and other countries
- Verifone sells to 30 countries in the region



North America: expand our lead as the #1 device provider and attach services



Verifone

- #1 terminal provider in the United States
- Growing services business
- Growing our lead in the Petro market
- Local presence: ~1,600 employees, 6 major locations

Market Trends

- EMV is working its way down to smaller retailers with focus from banks/processors
- Hospitality growth due to QSRs, hotel chains, and pay-at-the-table at restaurants
- Beginning stages of the outdoor EMV (at-the-pump) upgrade cycle
- Increasing demand for omni-channel solutions
- Continued shift from episodic sales to annuity services



North America: expand our lead as the #1 device provider and attach services



Provide new solutions in the market segments where we operate

Expand our share in under-penetrated geographies

Capture new segments with new solutions

Increase our presence in the Top 200 retailers



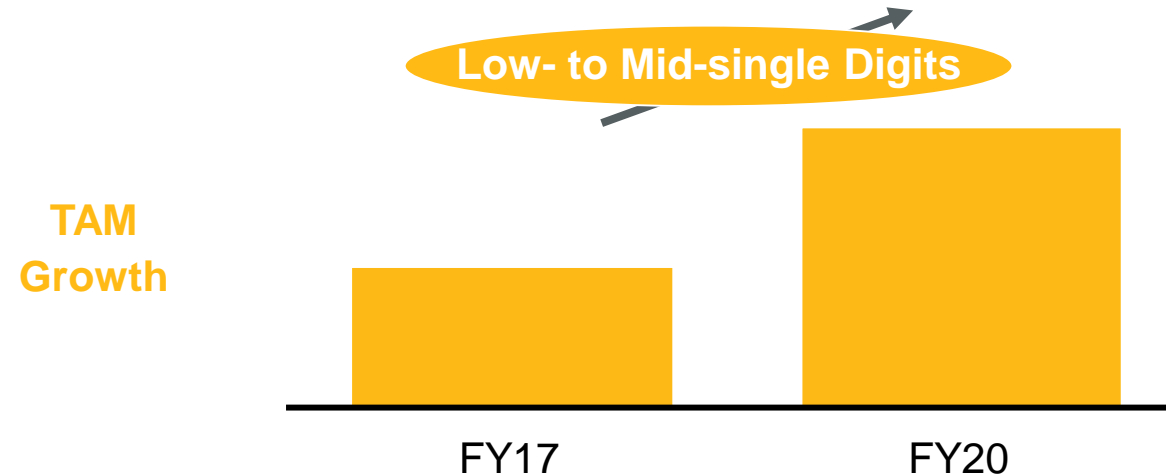
Penetrate new verticals and segments



Lead in services and omni-channel



EMEA: leverage our solutions portfolio to strengthen and expand our franchise



Verifone

- #1 or 2 in almost all markets where we currently sell devices
- Solutions for both emerging and mature markets including omni-channel & cross-border capabilities
- Local presence: ~2,800 employees, 53 facilities

Market Trends

- Omni-channel solutions in high demand
- Cross-border, driven by e-commerce, will continue to grow double digits
- Banks and processors more open to partnerships
- Continued move towards fiscalization and terminalization



EMEA: leverage our solutions portfolio to strengthen and expand our franchise



Provide new solutions in the market segments where we operate

Expand our share in under-penetrated geographies

Capture new segments with new solutions

Enhance and expand our Pan-European coverage



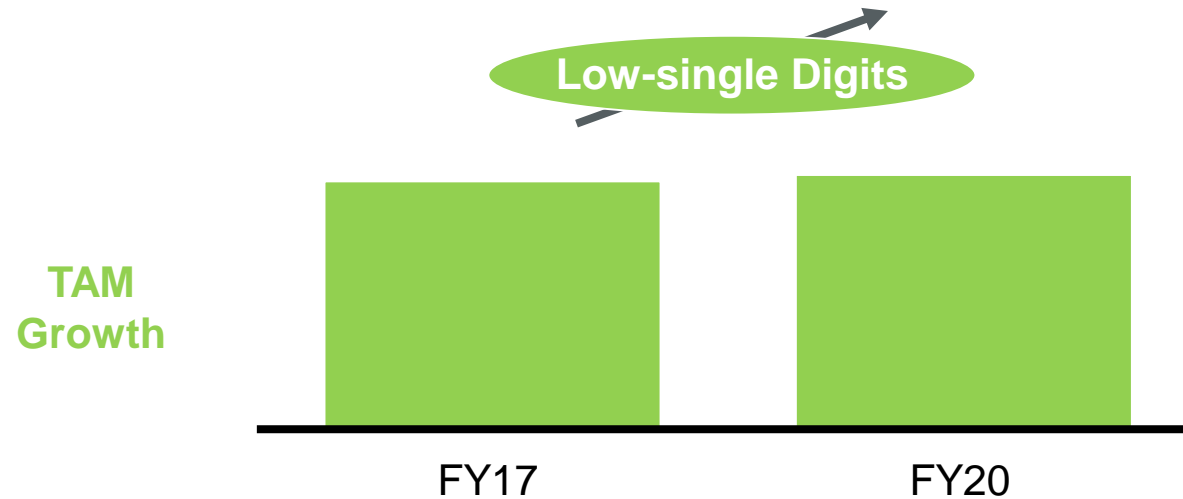
Partner to bring our value-based solutions to under-penetrated and new countries



Capitalize on fiscalization and terminalization trends in the region



Latin America: jump-start growth through new devices and services



Verifone

- #1 terminal provider in Mexico, Colombia, and Argentina
- A leading terminal provider in Brazil
- Launched a new gateway in the region to drive services
- Extensive device servicing capabilities
- Local presence: ~400 employees, 8 facilities

Market Trends

- Continued move towards fiscalization
- Economic and political risks may create volatility
- Low-cost hardware companies attempting to expand their presence
- Highly price-sensitive markets



Latin America: jump-start growth through new devices and services



Provide new solutions in the market segments where we operate

Expand our share in under-penetrated geographies

Capture new segments with new solutions

Re-establish a leadership position in Brazil and protect our position in other countries



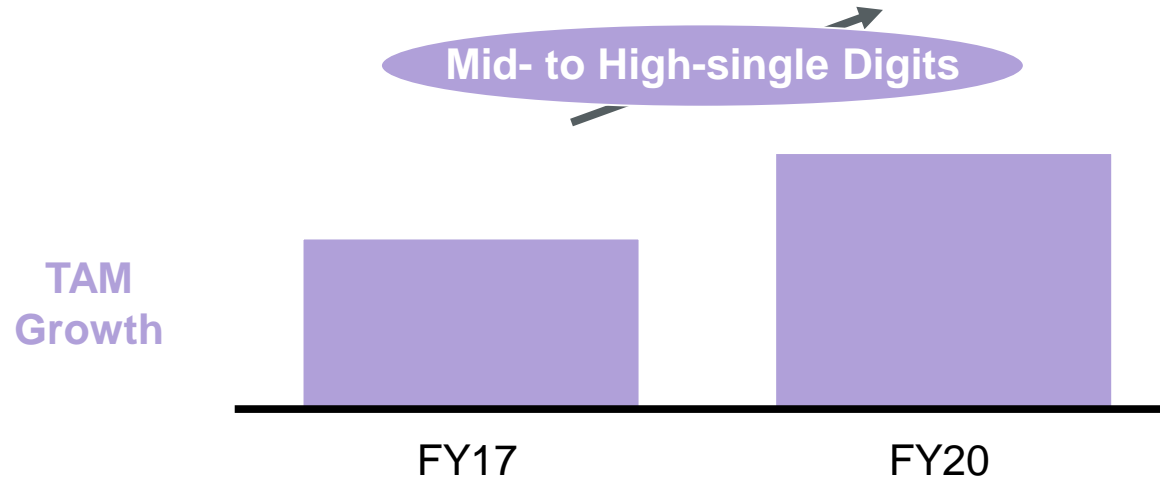
Introduce solutions that lower TCO and create new revenue streams for our clients



Expand our services offerings



Asia-Pacific: rebuild the China franchise, maintain share in mature markets, and capture emerging market growth



Verifone

- #1 in direct-sales markets including Australia, New Zealand, and India
- Strong distribution partners in evolving markets such as Japan, Malaysia, and Philippines
- Rebuilding our China franchise
- Verifone sells to 30 countries in the region
- Local presence: ~1,200 employees, 22 facilities

Market Trends

- Government mandates in India, Thailand and Indonesia continue to push demand for devices
- EMV adoption in Japan and Korea are opening new opportunities
- Competition will remain intense as players try to capture growth and low-cost manufacturers shift their focus towards the rest of Asia



Asia-Pacific: rebuild the China franchise, maintain share in mature markets, and capture emerging market growth



Provide new solutions in the market segments where we operate

Expand our share in under-penetrated geographies

Capture new segments with new solutions

Capitalize on demonetization, fiscalization and terminalization trends in the region



Introduce products that expand services footprint



Leverage value devices to win share in the region



Factors to consider

- Technological changes
- Security-related upgrades
- Demonetization
- Fiscalization
- Foreign Exchange volatility

