

# THE NILSON REPORT

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## POS TERMINAL SHIPMENTS WORLDWIDE

The 48 manufacturers of payment card authorization terminals shipped 11.9 million units worldwide in 2007, up 21.8% from 9.8 million in 2006. These terminals were stand-alone types, or connected to electronic cash registers (ECRs) or to PC-based systems. Figures do not include newly manufactured ECRs, the PC-based systems themselves, unattended card readers at gas stations, and PIN pads.

The two largest regions continued to receive the most units shipped, but their market shares declined. Europe received the most new POS terminals in 2007 — 4.2 million units, up 14.9%

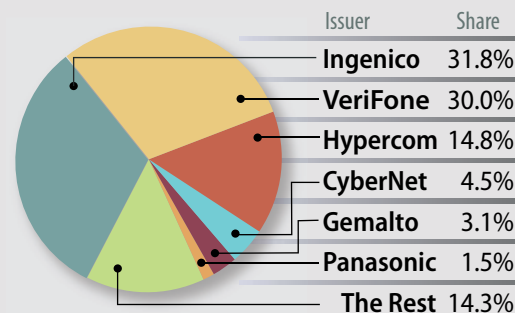
or 547,549 units over 2006. Its market share of 35.2% was down from 37.3%. Shipments to the U.S. totaled 2.6 million units, up 15.0% or 333,770 units. Its market share of 21.4% was down from 22.7%.

The Asia/Pacific region had the second highest increase in number of units shipped behind Europe, up 505,604 terminals to 2.3 million, an increase of 27.7%. Its market share grew to 19.5% from 18.6%. Latin America received 1.7 million units, up 453,490 units or 36.2%. Its market share grew to 14.3% from 12.8%.

The Middle East/Africa region had the highest percentage increase in shipments of any region, up 60.7% to 851,985 terminals, an increase of 321,964 units. Its market share of 7.1% was up from 5.4%. The only region that had a decline was Canada, which received 288,617 units, down 22,408 units or 7.2%. Its market share was 2.4%, down from 3.2%.

Due to consolidation among some of the largest manufacturers, the top six companies accounted for 85.7% of the shipments in 2007, up from 79.3% in 2006. Ingenico became the largest POS terminal manufacturer in the world with the acquisition of Sagem. Its market share of 31.8% was up from 22.4% in 2006. Ingenico had the highest share of shipments in Europe (41.9%), the Middle East/Africa (40.1%), and Canada (51.5%), and was second largest in the United States (24.0%), Latin America (36.1%), and Asia/Pacific (13.5%). It also purchased a 55% equity position in Chinese manufacturer Fujian Landi.

## Share of POS Terminal Shipments Worldwide



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## PIN Pad Shipments 2007

TOTAL	
Manufacturer	Units
<b>Fujian Landi</b>	<b>119,000</b>
<b>SZTT Electronics</b>	<b>67,300</b>
<b>KwangWoo</b>	<b>42,000</b>
<b>Omron</b>	<b>20,000</b>
<b>ProvencoCadmus</b>	<b>20,000</b>
<b>CyberNet</b>	<b>16,200</b>
<b>Bitel</b>	<b>13,500</b>
<b>Toshiba TEC</b>	<b>12,415</b>
<b>Pax Tech.</b>	<b>10,072</b>
<b>Glintt (ParaRede)</b>	<b>5,990</b>
<b>Intelligent</b>	<b>4,562</b>
<b>Urmet</b>	<b>3,000</b>

EUROPE	
Manufacturer	Units
<b>SZTT Electronics</b>	<b>13,500</b>
<b>CyberNet</b>	<b>7,400</b>
<b>Glintt (ParaRede)</b>	<b>5,690</b>
<b>Intelligent Data</b>	<b>4,012</b>
<b>Urmet</b>	<b>3,000</b>
<b>Bitel</b>	<b>500</b>
<b>PAX Tech.</b>	<b>20</b>

LATIN AMERICA	
Manufacturer	Units
<b>SZTT Electronics</b>	<b>6,500</b>
<b>CyberNet</b>	<b>4,600</b>
<b>Intelligent Data</b>	<b>550</b>

ASIA/PACIFIC	
Manufacturer	Units
<b>Fujian Landi</b>	<b>119,000</b>
<b>KwangWoo</b>	<b>42,000</b>
<b>SZTT Electronics</b>	<b>25,000</b>
<b>ProvencoCadmus</b>	<b>20,000</b>
<b>Omron</b>	<b>20,000</b>
<b>Toshiba TEC</b>	<b>12,415</b>
<b>Pax Tech.</b>	<b>10,047</b>
<b>CyberNet</b>	<b>3,000</b>
<b>Bitel</b>	<b>2,000</b>

MIDDLE EAST/AFRICA	
Manufacturer	Units
<b>SZTT Electronics</b>	<b>14,500</b>
<b>Bitel</b>	<b>11,000</b>
<b>CyberNet</b>	<b>1,200</b>
<b>Glintt (ParaRede)</b>	<b>300</b>
<b>Pax Tech.</b>	<b>5</b>

U.S. & CANADA	
Manufacturer	Units
<b>SZTT Electronics</b>	<b>7,800</b>

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## POS Terminal Shipments 2007

### POS TERMINAL SHIPMENTS

(from page 1)...

VeriFone, the second largest manufacturer worldwide with a market share of 30.0% (down from 31.5%), had the largest share of shipments to the United States (54.6%) and Latin America (41.0%). Its share was second largest in Europe (22.8%), the Middle East/Africa (16.3%), and Canada (31.2%), and third largest in Asia/Pacific (12.7%).

Hypercom acquired Thales and remained the third largest manufacturer worldwide with a market share of 14.8%, up from 9.7%. Its share was also third largest in the United States (13.5%), Europe (21.3%), Middle East/Africa (13.7%), and Latin America (14.6%). It was fourth largest in Canada (1.6%) and fifth largest in Asia/Pacific (6.9%).

Ingenico's and Hypercom's acquisitions of Sagem and Thales respectively moved CyberNet's ranking up from sixth to fourth largest worldwide. In 2007, CyberNet had a market share of 4.5%, down from 4.7% in 2006. It had the largest share of shipments to the Asia/Pacific region (14.9%), the fourth largest share in Latin America (4.1%), the fifth largest in Europe (1.9%), and sixth largest in Middle East/Africa (4.2%).

Gemalto was the fifth largest manufacturer worldwide with a market share of 3.1%, up from 3.0%. Its share was fourth largest in Europe (3.0%) and Middle East/Africa (13.6%), eighth largest in Asia/Pacific (5.4%), and ninth largest in the United States (0.1%). Prior issues: 911, 909, 907, 906, 905, 904, 903

Rank	Mfg./Headquarters	Units	Chg.
1	<b>Ingenico</b> France <sup>(1)</sup>	3,798,575	73%
2	<b>VeriFone</b> U.S.*	3,584,000	16%
3	<b>Hypercom</b> U.S.* <sup>(2)</sup>	1,770,900	86%
4	<b>CyberNet</b> South Korea	533,590	17%
5	<b>Gemalto</b> France	372,000	26%
6	<b>Panasonic</b> Japan	185,000	62%
7	<b>Pax Tech.</b> Hong Kong	171,439	67%
8	<b>Bitel</b> South Korea	146,200	11%
9	<b>Fujian Landi</b> China <sup>(3)</sup>	128,000	106%
10	<b>SZTT Electronics</b> China	125,790	33%
11	<b>Castles Tech.</b> Taiwan	100,000	12%
12	<b>Spectra Tech.</b> Hong Kong	95,290	67%
13	<b>First Data/LinkPoint</b> U.S.	88,000	13%
14	<b>KwangWoo</b> South Korea	82,000	-4%
15	<b>Atos Worldline</b> Belgium	81,047	48%
16	<b>Hanchang</b> South Korea	66,070	-30%
17	<b>Urmet</b> Italy	58,500	23%
18	<b>Intellect</b> Belgium	55,830	-54%
19	<b>DA Networks</b> Italy	53,000	-66%
20	<b>Motorola</b> U.S.	47,420	11%
21	<b>Linudix</b> South Korea	47,000	151%
22	<b>NBS Pymt. Sol.</b> Canada	37,279	23%
23	<b>M.POS</b> Hong Kong	36,900	39%
24	<b>EL-ME</b> Germany	33,000	0%
25	<b>ExaDigm</b> U.S.	27,170	52%
26	<b>USA Technologies</b> U.S.	26,690	328%
27	<b>Way Systems</b> U.S.	26,000	69%
28	<b>ProvencoCadmus</b> N. Zealand	25,000	-2%
29	<b>Glantt (ParaRede)</b> Portugal	22,766	80%
30	<b>Thyron Systems</b> U.K.	18,445	19%
31	<b>Fujian Newland</b> China	17,000	-9%
32	<b>Mobitron</b> South Korea	16,525	13%
33	<b>Bluebird Soft</b> South Korea	15,501	112%
34	<b>Toshiba TEC</b> Japan	15,322	-26%
35	<b>LinkFlex</b> South Korea	11,600	new
36	<b>REA Card</b> Germany	8,421	62%
37	<b>Intelligent Data</b> Spain	4,806	0%
38	<b>TechTrex</b> Canada	3,000	new
39	<b>Shenzhen Justtide</b> China	3,000	200%
40	<b>Blue Bamboo</b> China	2,800	new
41	<b>4Access Comm.</b> U.S.	2,000	new
42	<b>Hangzhou Sunyard</b> China	1,600	220%
43	<b>Iris Corporation</b> Malaysia	1,083	new
44	<b>MaxID</b> United States	41	-35%
45	<b>Other</b>	3,100	—
	<b>TOTAL</b>	<b>11,948,700</b>	<b>22%</b>

Some prior year figures have been restated. \*Estimate.

(1) Includes Sagem. (2) Includes Thales. (3) Ingenico bought 55% equity in June 2008.

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# POS Terminal Shipments by Region 2007

## United States

Rank	Manufacturer	Units	Chg.
1	<b>VeriFone*</b>	1,400,000	10%
2	<b>Ingenico</b>	615,243	25%
3	<b>Hypercom*</b>	345,000	12%
4	<b>First Data/LinkPoint</b>	88,000	13%
5	<b>Motorola</b>	47,000	11%
6	<b>USA Tech.</b>	26,690	328%
7	<b>Way Systems</b>	17,000	41%
8	<b>ExaDigm</b>	9,510	111%
9	<b>Gemalto</b>	2,000	-67%
10	<b>Bitel</b>	2,000	-33%
11	<b>4Access Comm.</b>	2,000	new
12	<b>Bluebird Soft</b>	1,511	805%
13	<b>LinkFlex</b>	1,300	new
14	<b>Castles Tech.</b>	1,000	0%
15	<b>TechTrex</b>	1,000	new
16	<b>M.POS</b>	700	59%
17	<b>Mobitron</b>	600	13%
18	<b>Blue Bamboo</b>	300	new
19	<b>SZZT Electronics</b>	240	20%
20	<b>Hangzhou Sunyard</b>	200	new
21	<b>Intellect</b>	100	-60%
22	<b>IRIS</b>	49	new
23	<b>Hanchang</b>	20	new
24	<b>PAX Tech.</b>	12	new

## Asia/Pacific

Rank	Manufacturer	Units	Chg.
1	<b>CyberNet</b>	347,090	17%
2	<b>Ingenico</b>	313,541	130%
3	<b>VeriFone*</b>	295,000	12%
4	<b>Panasonic</b>	185,000	62%
5	<b>Hypercom*</b>	160,000	39%
6	<b>Pax Tech.</b>	154,682	51%
7	<b>Fujian Landi</b>	128,000	106%
8	<b>Gemalto</b>	126,000	21%
9	<b>SZZT Electronics</b>	116,000	35%
10	<b>Spectra Tech.</b>	95,290	67%
11	<b>KwangWoo</b>	82,000	-4%
12	<b>Hanchang</b>	66,000	-31%
13	<b>Bitel</b>	54,000	54%
14	<b>Castles Tech.</b>	47,000	18%
15	<b>Linudix</b>	39,500	130%
16	<b>ProvencoCadmus</b>	25,000	-2%
17	<b>Fujian Newland</b>	17,000	-9%
18	<b>M.POS</b>	16,030	30%
19	<b>Toshiba TEC</b>	15,322	-26%
20	<b>Mobitron</b>	15,000	13%
21	<b>ExaDigm</b>	12,266	28%

22	<b>Bluebird Soft</b>	6,098	17%
23	<b>Shenzhen Justtide</b>	3,000	200%
24	<b>Blue Bamboo</b>	2,500	new
25	<b>LinkFlex</b>	1,700	new
26	<b>Urmet</b>	1,000	new
27	<b>Hangzhou Sunyard</b>	1,000	100%
28	<b>Atos Worldline</b>	720	94%
29	<b>Intellect</b>	630	-93%
30	<b>IRIS</b>	148	new
31	<b>Motorola</b>	100	new

## Canada

Rank	Manufacturer	Units	Chg.
1	<b>Ingenico</b>	148,775	50%
2	<b>VeriFone*</b>	90,000	13%
3	<b>NBS</b>	37,279	23%
4	<b>Hypercom*</b>	4,500	10%
5	<b>Bitel</b>	2,700	-46%
6	<b>Atos Worldline</b>	2,032	276%
7	<b>TechTrex</b>	2,000	new
8	<b>Urmet</b>	500	new
9	<b>M.POS</b>	360	72%
10	<b>SZZT Electronics</b>	350	30%
11	<b>Motorola</b>	100	33%
12	<b>Bluebird Soft</b>	21	new

## Europe

Rank	Manufacturer	Units	Chg.
1	<b>Ingenico</b>	1,762,664	76%
2	<b>VeriFone*</b>	960,000	26%
3	<b>Hypercom*</b>	895,000	198%
4	<b>Gemalto</b>	128,000	-31%
5	<b>CyberNet</b>	81,000	16%
6	<b>Atos Worldline</b>	77,228	43%
7	<b>Urmet</b>	56,000	20%
8	<b>DA Networks</b>	53,000	-66%
9	<b>Intellect</b>	40,000	-51%
10	<b>EL-ME</b>	33,000	0%
11	<b>Bitel</b>	23,000	39%
12	<b>Glantt (ParaRede)</b>	22,266	85%
13	<b>Castles Tech.</b>	22,000	10%
14	<b>Thyron Systems</b>	18,445	19%
15	<b>Way Systems</b>	9,000	322%
16	<b>REA Card</b>	8,421	62%
17	<b>Pax Tech.</b>	4,670	1,488%
18	<b>Intelligent Data</b>	4,190	2%
19	<b>Bluebird Soft</b>	2,889	270%
20	<b>M.POS</b>	2,550	160%
21	<b>ExaDigm</b>	2,154	80%
22	<b>SZZT Electronics</b>	1,700	21%

23	<b>LinkFlex</b>	1,200	new
24	<b>IRIS</b>	815	new
25	<b>Mobitron</b>	550	10%
26	<b>Hangzhou Sunyard</b>	300	new
27	<b>Motorola</b>	220	10%

## Latin America

Rank	Manufacturer	Units	Chg.
1	<b>VeriFone*</b>	700,000	19%
2	<b>Ingenico</b>	616,923	117%
3	<b>Hypercom*</b>	249,400	22%
4	<b>CyberNet</b>	69,500	16%
5	<b>Bitel</b>	21,500	26%
6	<b>Castles Tech.</b>	16,000	7%
7	<b>Intellect</b>	15,000	-50%
8	<b>M.POS</b>	6,100	27%
9	<b>Bluebird Soft</b>	4,831	331%
10	<b>Linudix</b>	3,000	new
11	<b>SZZT Electronics</b>	2,400	4%
12	<b>Urmet</b>	1,000	67%
13	<b>Intelligent Data</b>	616	-13%
14	<b>Mobitron</b>	250	25%
15	<b>PAX Tech.</b>	94	new
16	<b>Hanchang</b>	30	new

## Middle East/Africa

Rank	Manufacturer	Units	Chg.
1	<b>Ingenico</b>	341,429	83%
2	<b>VeriFone*</b>	139,000	12%
3	<b>Hypercom*</b>	117,000	460%
4	<b>Gemalto</b>	116,000	new
5	<b>Bitel</b>	43,000	-22%
6	<b>CyberNet</b>	36,000	20%
7	<b>Castles Tech.</b>	14,000	8%
8	<b>PAX Tech.</b>	11,981	new
9	<b>M.POS</b>	11,160	41%
10	<b>LinkFlex</b>	7,400	new
11	<b>SZZT Electronics</b>	5,100	13%
12	<b>Linudix</b>	4,500	200%
13	<b>ExaDigm</b>	3,240	24%
14	<b>Atos Worldline</b>	1,067	>999%
15	<b>Glantt (ParaRede)</b>	500	-20%
16	<b>Bluebird Soft</b>	151	297%
17	<b>Mobitron</b>	125	25%
18	<b>Intellect</b>	100	-78%
19	<b>Hangzhou Sunyard</b>	100	new
20	<b>IRIS</b>	71	new
21	<b>MaxID</b>	41	-35%
22	<b>Hanchang</b>	20	new

Some prior year figures have been restated.

\*Estimate. © 2008 The Nilson Report