According to Ingenico ePayments’ data, most travelers in LATAM arrive or depart from these top five airports:

<table>
<thead>
<tr>
<th>Code</th>
<th>Airport Name</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>PTY</td>
<td>Tocumen International Airport</td>
<td>Panama City, Panama</td>
</tr>
<tr>
<td>SCL</td>
<td>Comodoro Arturo Merino Benítez International Airport</td>
<td>Santiago, Chile</td>
</tr>
<tr>
<td>LIM</td>
<td>Jorge Chavez International Airport</td>
<td>Lima, Peru</td>
</tr>
<tr>
<td>BOG</td>
<td>El Dorado International Airport</td>
<td>Bogota, Colombia</td>
</tr>
<tr>
<td>GMR</td>
<td>Sao Paulo – Guarulhos International Airport</td>
<td>Guarulhos, Brazil</td>
</tr>
</tbody>
</table>

We work with some of LATAM’s biggest airlines, visiting all of these destinations, by helping them reach more customers around the world.
Make sure that you’re targeting all of your international travelers throughout their journey, with the most payment methods and comprehensive acquiring coverage available.

Visit: [www.ingenico.com/epayments](http://www.ingenico.com/epayments) to learn more
10 YEARS OF ATPS: WHAT’S HAPPENED IN PAYMENTS & WHAT’S AHEAD

PAUL VAN ALFEN
Global Head of Airlines & Travel

MAARTEN ROOIJERS
Senior Manager Payments

BERT ZWANEPOLE
Manager Payments

ingenico ePayments

KLM

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10 YEARS OF ATPS

time flies when you are having fun and managing payments
time flies when you are having fun and managing payments

the early days of selling online
ONCE UPON A TIME

KLM in 2008

- 1 PSP
- 1 FTE
- 70 Countries
- 1 Currency per website
- 10 AFOP

Payment module per application
ONCE UPON A TIME

KLM in 2008

At the start focus on cost

Tapping into local payment preference

Sales increase came second
NETWORKING
is an important part of ATPS!!

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time flies when you are having fun and managing payments

2011
WHAT WORKED WELL AND WHAT DIDN’T
learning by doing

Global Payment Acceptance

VISA
UATP

Events Content Connections

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time flies when you are having fun and managing payments
Contact us. Get a social payment link. Pay.

Now, easy payments through social media.

Facebook: KLM
Twitter: KLM
EVALUATING A GOOD CONFERENCE

over the years alcohol and payments turned out to be a good combination
time flies when you are having fun and managing payments
Introducing Multi Currency Pricing

happy customer and happy merchant
10 YEARS OF ATPS

time flies when you are having fun and managing payments

2017
Want to pay your ticket via WeChat?
ACCEPTING WECHAT PAY resulted in the following share

- 27% Alipay
- 16% China Union Pay
- 14% WeChat Pay

* Overall market share
10 YEARS OF ATPS

time flies when you are having fun and managing payments

Today
TODAY
working in a complex environment

NDC
90 Countries
Multi Currency Pricing
4 Acquirers

3 PSP’s
9 FTE
API’s
PSD2 Payment Surcharge
STAYING AHEAD OF THE CURVE
what the future will bring
THANK YOU
if you have any questions,
feel free to ask
WE’RE OFF celebrating Kingsday