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TUTTO È DIGITALE

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Quella dei pagamenti sarà la prossima “industria” ad essere profondamente digitalizzata



**Il nocciolo della questione non
è mai stato il mondo dei
pagamenti, ma quello del
commercio e dei servizi**

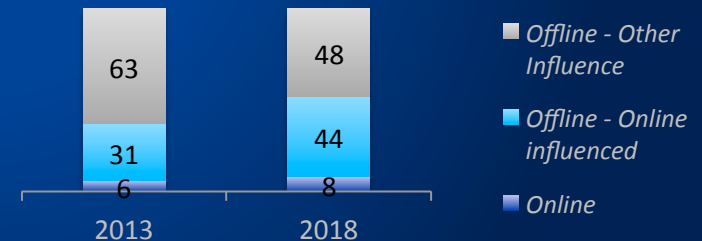


**Sarà sempre di più un mondo
liquido, vorticoso, con ampie
scelte e minore asimmetria
informativa per il consumatore**



Un mondo multi-canale e "glocale" per la gente e tanto più per chi si occupa di commercio, servizi e pagamenti

Digital counts beyond its mere value (EU 7)



Un mondo di coopetizione e continua “contaminazione” tecnologica

FINGERPRINT + ■■■■ SCAN

- + INITIALIZE

Multi

07:22:55 UTC

200

**Un mondo di pagamenti con
crescenti sfide ma anche molte
opportunità: compliance e risk
management e, sempre, il
cliente al centro**

Wile E. Coyote
**GRAVITY
LESSONS**





Q3 2014 in breve

\$1.95B

Revenue Total
^ 20% YoY

157M

Active Digital
Wallets

895M

Total
Transactions

\$56.6B

Net Total Payment
Volume ^ 29% YoY

\$42.2B

Merchant Services Payment
Volume ^ 37% YoY

\$1B

International
Revenue ^ 21% YoY

LEADING IN CROSS BORDER TRADE

2,000

PayPal Cross Border
Transactions Every Minute in Q3

27%

Q3 Increase In Cross Border
Payment Volume YoY

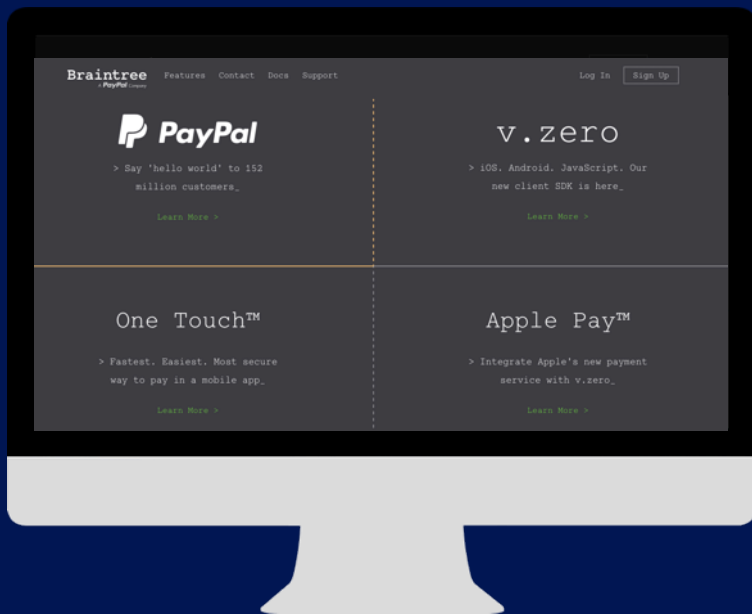
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Payments Processor for Business to
Consumer Exports for Chinese Businesses



BRAINTREE Q3 2014 HIGHLIGHTS

Braintree Unveils a New Look



- ▶ Launches **ONE TOUCH PAYMENTS WITH PAYPAL & VENMO**
- ▶ **V.ZERO SDK** Expands Internationally
(US, UK, Australia, Canada, Germany, France, Sweden)
- ▶ **BRAINTREE** 85.7 Million Cards on File for Single Click/Repeat Purchases
- ▶ **VENMO** \$700 Million Authorized Payment Volume Up 50% QoQ

We believe in a world that works for people, rather than the other way round.

That's why we work to make
Life better

in tangible, practical and magical ways. we're building a world

where everyday is easier and simpler. where people come first.

not institutions. after all, money doesn't make the world go round.

People Do.



#PAYPALI
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Thank you