

Cardpoint signs ATM deal with Welcome Break

Submitted by: Lothbury Financial

Friday, 16 January 2004

Cardpoint renews ATM contract with Welcome Break

with five-year exclusive agreement

Cardpoint plc ("Cardpoint" or the "Group"), the provider of electronic payment transactions, which owns and operates 1,900 ATMs and approximately 3,500 mobile phone top-up terminals, has been awarded an exclusive five year contract to continue to supply Welcome Break with roadside location ATMs. Cardpoint currently has 85 ATMs installed in Welcome Break sites and the contract provides for a minimum of 30 additional installations.

Welcome Break is Cardpoint's largest corporate customer and the contract win is believed to be the first major customer retention contract in the UK independent ATM deployer market. The contract, which begins with immediate effect, provides the Group with a significant stream of visible earnings with a minimum estimated turnover of £8 million over five years. Welcome Break is the UK's leading service station operator with 27 service areas covering all major motorway routes and has an annual turnover of over £500 million.

As part of the contract Cardpoint will increase merchandising and point of sale activity and has already begun the process of rebranding its ATMs orange to gain greater prominence and increase transaction numbers. Cash machine services will also be advertised on Welcome Break TV, a bespoke 'live' satellite TV station in prime locations.

Karen McKechnie, Business Development Director of Welcome Break, said: "We have been impressed with Cardpoint's level of service and attention to detail in the past and this led directly to them being awarded the tender. Their commitment to driving customer footfall and revenues is strongly in line with our own business objectives. We expect to extend our ATM offering over the next five years and look forward to working with Cardpoint to this end."

Nigel Mills, Sales Director of Cardpoint Group plc, said: "Winning the contract, with further potential to expand the estate, reinforces our position in the market as a significant provider of ATMs to national multi-site Customers. The new contract evidences our ability to build long-term commercial relationships and will enable both parties to benefit from increased revenues as the portfolio of installed ATMs expands."

- Ends -

Enquiries:

Cardpoint Group Plc

Nigel Mills, Sales Director

nigel.mills@cardpointplc.com

Tel: +44 (0) 1253 785 800

www.cardpointplc.com

Cardpoint plc

Mark Mills, Chief Executive Officer

mark.mills@cardpointplc.com

Welcome Break

Karen McKechnie

karen.mckechnie@welcomebreak.co.uk

Tel: + 44 (0) 1908 299700

Evolution Beeson Gregory

Mike Brennan / Henry Turcan Tel: +44 (0) 20 7071 4300

Media enquiries:

Bankside

Henry Harrison-Topham / Ariane Vacher Tel: +44 (0) 20 7444 4140

ariane.vacher@bankside.com

www.bankside.com

Notes to editors

Cardpoint

Cardpoint plc is a leading provider of electronic payment transactions, which owns and operates more than 1,900 ATMs and approximately 3,500 mobile phone top-up terminals across the UK.

The ATMs are typically placed in convenience stores, shopping centres, motorway service stations, hospitals and train stations, and in areas that are not traditionally serviced by other ATM providers, thereby offering their customers greater convenience and access to cash. The Company typically charges £1.60 per cash withdrawal, with their customers' permission, and receives transaction revenues for balance enquiries and card rejections.

Cardpoint is a full member of the LINK Network, the only branded shared network of ATMs and self-service terminals in the UK, which allows 95 million cardholders of every member financial institution to use the ATM of another LINK member.

The mobile top division, acquired in July 2003, trades under the name of 'Cardpoint Merchant Services' and operates in retail outlets such as MOTO, Costcutter, Spar and Londis and allows user to top up for Vodafone, Orange, o2, T-Mobile and Virgin.

Welcome Break

Welcome Break is the UK's leading service station operator with 27 service areas covering all major motorway routes and has an annual turnover of over £500 million.

- Ends -