

# Cardpoint signs new deal with RoadChef

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Bankside

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Cardpoint extends motorway service operation through five year exclusive contract with RoadChef

Cardpoint plc ("Cardpoint" or the "Group"), the provider of electronic payment transactions, is extending its motorway service presence through an exclusive contract with RoadChef. The contract, which begins with immediate effect, provides the Group with a significant stream of visible earnings with a minimum estimated turnover of £10 million over five years, and will add 50 further cash machines to Cardpoint's estate of 2,070 cash machines.

Cardpoint already operates 21 machines for RoadChef on a non-exclusive basis, some of which were inherited through the acquisition of Securicor's cash machine business in June 2003. Under the new contract, existing ATMs will be upgraded to more robust terminals supplied by Wincor Nixdorf, and Cardpoint will install internal through the wall' machines replacing existing bank operated ATMs.

All cash machines in service stations will be upgraded to ISDN to provide a higher availability and reduce the transaction time. The new ATMs will be branded in Cardpoint's distinctive orange colour scheme and provided with full signage and marketing support.

RoadChef is one of the three leading Motorway Service Area operators in the UK with 24% of the UK motorway service area market. 65 million people a year visit the company's 21 sites, some of which operate on both sides of a motorway. All sites are open 24 hours a day, 365 days a year, with nearly every traveller being a potential customer.

Tom Flanagan, Company Secretary of RoadChef added: "Cash machine services have become an integral part of our service offering to customers and they expect to have access to their cash in a well lit and secure environment. For this reason, where possible, all our external ATMs will be moved in-doors and Cardpoint will provide external signage and marketing materials. Cardpoint's ability to roll out new cash machines quickly, combined with an impressive track record of availability ensured they were awarded the five year contract."

Nigel Mills, Sales Director of Cardpoint Group plc, said: "Cash machines located at Motorway service areas are amongst the most profitable in the ATM industry because there is a higher demand for cash when customers are travelling. Cardpoint is now the dominant player in the supply of ATMs to motorway service areas, having also recently been awarded the exclusive Welcome Break contract."

- Ends -

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Notes to editors

Cardpoint