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PayPoint and SGF join forces to support Scottish retailers

24 June, Welwyn Garden City: PayPoint and the Scottish Grocers Federation (SGF) have today announced a new partnership supporting convenience retailer partners in Scotland, which will see PayPoint join as a corporate member of the trade association which is the authoritative voice of the Scottish convenience store sector.

The new partnership will be focused on rebuilding relationships with retailer partners, engaging more regularly and strengthening propositions to deliver better products, service and value to their businesses. In addition, the two organisations will be exploring ways to support the sector and retailer partners further on important issues, such as DRS, Access to Cash and post-Covid-19 economic recovery in Scotland. The move comes after several positive meetings between the senior leadership teams of both organisations, including Pete Cheema, CEO of SGF, and Nick Wiles, CEO of PayPoint.

Nick Wiles, Chief Executive of PayPoint, said: “We’re delighted to be joining the SGF again as an active corporate member and I would like to thank Pete and his team for their constructive engagement to date. Over the coming year, there will be many exciting growth opportunities for our retailer partners and we are looking forward to working closely with the SGF to help our Scottish convenience retailer partners get the most out of PayPoint in their stores.”

Pete Cheema, Chief Executive of SGF, said: “We warmly welcome this exciting new partnership between SGF and PayPoint and we are committed to making it a success. The recent high-level engagement between the two organisations has shown clearly that we have the same aims and objectives in supporting retailers, maximising business development opportunities and working collaboratively. Being a member of SGF will ensure that PayPoint is an integral part of the convenience sector in Scotland.”

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About PayPoint

For tens of thousands of businesses and their customers, we make life and payments more convenient.

For retailers, we offer innovative and time-saving technology that empowers them to achieve higher footfall and increased spend so they can grow their businesses profitably. Our innovative retail services platform, PayPoint One, is now live in over 17,800 shops in the UK and offers everything a modern convenience store needs. More broadly, we also provide card payments services to thousands of growing businesses across the hospitality, auto trade, clothing and households goods sectors. Our technology helps companies to serve customers quickly, improve business efficiency and modernise their operations.

For clients of all sizes, we also provide market-leading payments technologies without the need for capital investment. Our seamlessly integrated omnichannel solution – MultiPay – is a one-stop

shop for digital and other customer payments, via any channel and on any device.

Together, these solutions help millions of consumers to control their household finances, make essential payments and access services like cash withdrawals, eMoney and parcel collections and drop-offs. Our UK network of more than 28,000 stores is bigger than all banks, supermarkets and Post Offices together, putting us at the heart of communities nationwide.

About Scottish Grocers Federation

Established in 1918, Scottish Grocers Federation (SGF) is the national trade body for the independent convenience store sector. As the authoritative voice of the sector, SGF's membership includes all of the major convenience multiples, symbol groups and co-ops currently operating in Scotland. Convenience stores in Scotland make a significant contribution to the local and national economy:

- There are over 5,000 convenience stores in Scotland.
- The sector directly provides 47,000 jobs.
- The value of sales is some £4 billion annually.
- The sector contributes £530 million per annum to Scotland's economy in Gross Value Added.
- In 2020, convenience retailers across Scotland invested £62 million in their businesses.
- The average customer visits their local store 4 time per week and 70% of customers know their local retailer well enough to have a chat with them.
- 85% of convenience retailers in Scotland are regularly involved in community engagement activities.