

20 Jun 2017

PayPoint announces further increase in SIM commission rates

Welwyn Garden City, 20 June 2017: PayPoint has today announced positive changes to its SIM commission structure for retailers.

The new structure provides retailers an opportunity to earn up to 25% more commission on PayPoint SIMs*, up 75% since 2015. SIM cards ordered from PayPoint are free, meaning a huge potential for profit in participating stores.

In the last year, PayPoint has paid over £1m in SIM commission to retailers**. Retailers who currently offer PayPoint SIMs will see the improved rates from August on their invoices and from September in their bank accounts.

Lewis Alcraft, Commercial Director of PayPoint plc commented: "I am delighted to announce a further increase to our SIM commission rates. PayPoint has developed a strong relationship with all of the UKs most popular networks such as O2, EE, Vodafone and Three, as well as recently adding giffgaff which means that our retailers are able to offer great value to their customers and enhance their earning potential."

PayPoint retailers can order SIMs directly from their terminal, via their field representative, by calling PayPoint's SIM advisors on 0845 300 6330 or by emailing simsales@paypoint.com.

* Based on selected networks over 5+ top ups.

**FY 2016/17 (1st Apr 16 to 30th Mar 17)

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NOTES TO EDITORS

ABOUT PAYPOINT

We operate market leading national networks across 40,400 convenience stores in the UK and Romania so that our customers are always close to a PayPoint store. At these locations, as well as at home or on the move, people use us to better control their household finances, make essential payments and use in-store services, like parcel drop and collect.

Our UK network contains more branches than all banks, supermarkets and Post Offices together, putting us at the heart of communities for over 10 million regular weekly customers.

We have a proven track record of decades of tech-led innovation, providing retailers with tools that attract customers into their shops. Our recently launched PayPoint One platform offers EPoS, card payments and PayPoint services, and is designed to help retailers run their whole store from one device.

Coupled with our industry-leading solutions, we provide a first class service to the customers of over 1,500 clients - utility companies, retailers, transport firms, mobile phone providers, government and more.

We are on and offline; providing for payments by cash, card including contactless; retail, phone and digital; at home, work and whilst out and about from Land's End to the Highlands and Islands – helping to keep modern life moving.

Multichannel payments

MultiPay is our multichannel payment service, offering consumer service providers a ready-made solution for their full range of payments via app, web, phone, text and IVR, complementing our cash in store services.

Clients benefit from streamlining their consumer payment processing and transaction routing in a seamlessly integrated and cost effective solution. The services are available either as a full portfolio or by the client's choice of preferred channels, including our app which has a 4 star rating on the Google Play and Apple App Stores. Clients can choose to access our services as a full outsourced model or by linking their own digital solutions to our MultiPay payment suite.

MultiPay is particularly targeted to serve the rollout of smart meters within the energy market. For example, our service has helped Utilita to become the fastest growing, challenger prepay energy supplier and we have also signed several other energy companies, including SSE, our first Big 6 energy client. Among other relevant sectors, MultiPay is available to the local authority and social housing sectors through a framework with Procurement for Housing.

Retail networks

In the UK, our network includes over 29,200 local shops including Co-op, Spar, Sainsbury's Local, Tesco Express and thousands of independent outlets. These outlets are quick and convenient places to make energy meter prepayments, bill payments, benefit payments, mobile phone top-ups, transport ticket payments, TV licence payments, cash withdrawals and more.

Our Romanian network continues to grow profitably. We have more than 11,300 local shops, helping people to make cash bill payments, money transfers, road tax payments and mobile phone top-ups. Our clients include all the major utilities and telcos and many other consumer service companies.

In the UK, our Collect+ network offers parcel collection and return services in over 6,100 convenient outlets. Customers use Collect+ for their parcels from major retailers including Amazon, eBay, ASOS, New Look, John Lewis, House of Fraser, M&S and Very. The Collect+ brand is jointly owned with Yodel.

The UK network also includes over 4,100 LINK branded ATMs, and 10,000 of our terminals enable retailers to accept debit, credit and contactless payments, including Apple Pay. We operate over 4,100 Western Union agencies in the UK and Romania for international and domestic money transfers.