

28 Sep 2016

# PayPoint announces launch of next generation platform, PayPoint One

**28 September 2016:** PayPoint announces today the launch of PayPoint One, its new retailer terminal. The next generation platform is designed to help retailers run their whole store from one device and will over time replace the existing second generation terminal after 12 successful years of use.

The new PayPoint One terminal combines EPoS, card payments and PayPoint services in a single platform. Features include quick payments with integrated contactless, Apple Pay and Android Pay to improve customer experience and reduce queue times. The terminal has an easy to use, intuitive 11.6 inch touchscreen and advanced connectivity through Bluetooth, Wifi and broadband – facilitating beacon technology. Its Android operating system gives future flexibility and extendibility and the cloud based back office allows retailers to manage their stores anywhere from any device. A modern content management system ensures applications are kept up to date and has an integrated messaging system.

Dominic Taylor, Chief Executive at PayPoint said: *“The PayPoint One terminal is an exciting milestone in PayPoint’s history. The new platform, which has been designed to be future proofed for evolving retailer and consumer needs and is a significant enhancement to our service offering. It enables the retailer to have complete flexibility and control while ensuring that PayPoint is embedded even deeper into retail store operations.*

*Innovation is the key to staying relevant and we are confident that the technology in the PayPoint One terminal puts us in a strong position in the retail technology market, while most importantly providing the crucial technology to help retailers grow their businesses.*

*The terminal is also a key component of our future growth strategy, which together with our new MultiPay offering also launched this year, will help PayPoint with our objectives to deliver both attractive earnings per share growth and a progressive dividend over the coming years.*

*The introduction of PayPoint One does not change our trading expectations for the current year and the business is trading in line with the company’s expectations.”*

The presentation, which includes details of sites contracted and installed to date together with the pricing at launch, to be given at 11 am today can be found on the company website at <https://www.paypoint.com/en-gb/about/investor-relations/corporate-documents>.

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## **NOTES TO EDITORS**

### **ABOUT PAYPOINT**

We support market leading national networks across 29,000 convenience stores in the UK and Romania so that our customers are always close to a PayPoint store. In thousands of locations, as well as at home or on the move, people use us better to control their household finances, essential payments and in-store services, like parcels. 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 industry-leading payments systems give first class service to the customers of over 1,500 clients - utility companies, retailers, transport firms and 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**

We offer clients streamlined consumer payment processing and transaction routing in one, seamlessly integrated solution, through MultiPay. This gives customers the flexibility to pay in the way that best suits them; including mobile app, online, text, phone/IVR and cash in-store.

MultiPay is live with Utilita, a fast growing challenger energy supplier. We have signed several other energy companies, a framework agreement with Procurement for Housing and, significantly, Scottish and Southern Energy, our first Big 6 energy client

### **Retail networks**

In the UK, our network includes over 29,000 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 tickets, TV licences, cash withdrawals and more.

Our Romanian network continues to grow profitably. We have more than 10,200 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+ joint venture with Yodel offers parcel drop-off and pick-up services in nearly 6,000 convenience stores. Customers use Collect+ to handle parcels from major retailers including

Amazon, eBay, ASOS, New Look, John Lewis, House of Fraser, M&S and Very.

The UK network also includes over 4,200 LINK branded ATMs, and 10,000 of our terminals enable retailers to accept debit, credit and contactless payments, including Apple Pay.

We operate over 3,000 Western Union agencies in the UK and Romania for international and domestic money transfers.