



PayPoint unveils new partnerships at the 2006 Convenience Retailing Show

PayPoint, the UK's leading payment solution provider, is launching a new partnership with Western Union and will be updating retailers on new transport, calling card and gaming partners at this year's Convenience Retail Show.

Western Union partners with PayPoint

PayPoint retailers can now become agents for Western Union, the world's leading money transfer service and earn up to 14% commission¹. To meet the increasing demand for sending money abroad, Western Union has chosen PayPoint as its exclusive partner to expand its UK network. PayPoint are currently seeking 1,000 retailers to offer this popular and highly profitable service².

Retailers can choose between two effective service options; Staged Service and Full Service, which vary in commission reflecting the retailer effort required. Retail agents will receive full training, as well as prominent Western Union signage and POS to increase footfall into their stores.

Transport Advances for 2006

PayPoint is leading the way in transport payment technology with its proven range of ticketing solutions, particularly in the off-bus / tram sector. Over 6 million customers use PayPoint each week and of these, a significant proportion are also public transport users, making PayPoint the ideal place to sell transport tickets. In the last 12 months PayPoint have seen ticket sales representing 10 million passenger journeys – this looks set to rapidly increase in the next 12 months.

¹ 14% commission of the money transfer fee (around £32).

² Selection will be based on suitability of location and is subject to conditions.

PayPoint works closely with operators across the UK to develop a range of ticketing solutions that can be sold from its established retail network, from Simple to Smartcard ticketing. PayPoint is currently working with Lothian Buses, Arriva, National Express, One-Ticket, Metrolink and First, with other national names in the pipeline for this year.

Calling Cards: high commission opportunities for retailers

PayPoint is prominent in the rapidly-growing introduction of electronically issued or rechargeable versions of many popular phonecard products. With its versatile technology and retail network firmly rooted in local convenience store outlets, PayPoint is well placed to offer overseas calling card operators the ideal platform for migrating customers from scratch cards to electronic.

PayPoint has built up a premier portfolio of electronic phonecard clients including Alpha Tele2, i-Card Telecom, Telco, First National and Nomi-call. Agents have the confidence of selling reliable airtime and earning high rates of commission - one as much as 40% - making calling cards a profitable business for retailers.

PayPoint launches new Littlewoods football pools and gaming partnership

From March, PayPoint retailers across 14,000 outlets will be able to accept the Littlewoods Poolscard for collecting regular Littlewoods Football Pools and Littlewoods Lotto weekly stakes. The partnership with household name Littlewoods Gaming, owned by Sportech, is set to benefit both PayPoint agents and Littlewoods Gaming customers.

Poolscard customers pre-register their favourite numbers and can now conveniently place their stakes at any PayPoint outlet. The retail service is exclusive to PayPoint and complements the traditional Littlewoods door-to-door Collectors. The partnership marks a first for PayPoint in this market.

Mike Igoe, PayPoint Retail Director, said: "PayPoint is a rapidly growing company with over 14,500 full service outlets at convenience stores, newsagents, supermarkets and petrol forecourts across the UK, making us one of the most widely accessible payment networks in the country³. With over 6 million customers a week using our services, we are continually searching for top-quality retailers to join us, so the CRS show represents a great opportunity to meet others in the c-store industry.

³ There are currently 14,617 PayPoint branded retail outlets nationwide

We are delighted to announce our new partnership with Western Union and Littlewoods, and will also be talking to clients and customers about our latest transport ticketing solutions and calling card news.”

PayPoint joins more than 200 exhibitors who will be attending the CRS, where they will be meeting their customers face-to-face and showcasing their payment terminals, services and ATM products. Retailers attending the show will get the chance to discuss the benefits of joining the network, with PayPoint representatives at stand **E68**.

- Ends -

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Notes to Editor:

PayPoint is a leading payment collection network of over 17,000 outlets used, primarily, for the cash payment of bills and services and prepayments for mobile telephones and energy meters. All PayPoint agents are now equipped with the new touch-screen terminal making transactions easy and reliable.

PayPoint began trading in 1996 and initially collected payments through its network of retail agents for its founder client investors, who included British Gas, BT, BBC TV Licensing, London Electricity (now part of EDF Energy) and four water companies.

It now has more than 500 clients including many of the UK and Ireland’s major energy, cable, mobile and fixed line telephony companies. Its blue chip client list also extends to numerous water companies, local authorities and housing associations and a growing transport and travel base.

PayPoint listed on the London Stock Exchange in September 2004.

About the Convenience Retailing Show

CRS is the largest gathering of retailers and suppliers in the convenience store sector and the only exhibition to reach buyers from across the entire UK convenience market.