1 February 2016

### **BPS** ANNOUNCES NEXT STAGES OF EXPANSION IN EUROPE AND USA

The CEO of BPS Technology Limited ("BPS") (ASX: BPS) Mr Trevor Dietz today announced a further step forward with Bartercard's geographic expansion. The key highlights are as follows:

- Sale of Bartercard Master Franchise rights for the United Kingdom
- New franchisees appointed for Bartercard Hampton Roads in the USA

#### **European Expansion**

Bartercard's European expansion plans have been accelerated with the sale of the Master Franchise rights for the United Kingdom.

The sale of the UK Master Franchise License has put BPS's plans for growth in Europe ahead of schedule and, in the medium term, this will mean further purchasing opportunities for all Bartercard members across Europe.

In making the announcement in London, the CEO of Bartercard Europe Phil Ciniglio said, "We are proud to confirm that Mr Mark Williams, of Seven Pines Limited, has acquired the Master Franchise rights to the UK. Mr Williams will take over management and responsibility for the existing member base and their support staff within the UK from 1 February 2016".

The new UK Master Franchisee is committed to offering increased customer service and new products and services as they embark on a planned growth phase. Mark and the existing field based team will continue to support members as well as expand the business across the UK.

Mr. Williams's experience and knowledge of working within the Business to Business sector as well as international brands such as Tesco, Avery (Labels) and Unilever, will bring a dynamic and fresh approach to the organisation.

BPS's wholly owned subsidiary, Bartercard Operations UK Limited, will continue as Country Licensor to operate the Bartercard UK Trade Exchange, Administration, Processing and Information Technology Services.

Bartercard's European CEO Phil Ciniglio will still continue to offer support and training to the incoming Master Franchisee but over the coming twelve months shift his focus to developing the Bartercard and Bucqi concept throughout the EU and greater Europe. He will do this by identifying suitable existing quality European based trade exchanges to acquire and selling further Master Country Franchise Licenses.

# Appointment of new Franchisees in USA

Bartercard USA's CEO and President Paul Bolte has announced the appointment of Chad Corman and Danny Hewitt as new franchisees of Bartercard Hampton Roads. Hampton Roads takes in the cities of Virginia Beach, Chesapeake, Norfolk, Portsmouth, Suffolk, Newport News, Hampton, Williamsburg and the Outer Banks area of North Carolina.





"We believe that Bartercard offers a unique value proposition that all business owners who want to increase their cash profits and take their businesses to the next level will find extremely attractive", said Mr. Corman.

Chad Corman is a successful entrepreneur, franchise consultant and strategist of franchise concepts. Danny Hewitt had previously played a pivotal role in the explosive growth of one the largest Tax franchises in the US and Canada.

For more information please contact:

**Trevor Dietz** 

Mobile: +61 7 5561 9111

Email: trevor.dietz@bpstechnology.com

Investor or Media contact:

Eric Kuret Market Eye

D: +61 7 3225 4598

E: eric.kuret@marketeye.com.au

### **About BPS Technology**

BPS Technology Limited is an ASX listed company whose subsidiaries operate in 8 countries. More than 24,000 SMEs transact in excess of 1.8m transactions worth \$600m+ per annum using its various technology platforms. BPS earns fees on all transactions over the platforms.

## **About Bartercard**

Bartercard operates the world's largest trade exchange. It allows small to medium businesses to join its trading platform and trade with each other nationally and internationally. There are more than 54,000 card holders in 8 countries. Bartercard transactions can be conducted online, via its mobile app or across more than 7,000 bank EFTPOS terminals.

#### **About bucgi**

Bucqi is a disruptive mobile payments technology based around a loyalty and rewards platform designed for merchants to attract consumers. It allows consumers to pay whilst earning and redeeming rewards across a wide range of participating merchants. Bucqi has a number of patents pending.

#### **About TESS**

TESS (Trade Exchange Software Services) is a cloud-based software platform developed to support all trade exchanges globally. It is the only software recognised and recommended as preferred software by the International Reciprocal Trade Association (IRTA) - the largest professional body governing the industry globally. TESS produces versions of its software created to service small, medium, large and enterprise level exchanges.

