

## Company Announcement ASX Limited

### 23 February 2011

# **EXPANSION INTO NEW ZEALAND**

As a substantial shareholder in New Zealand ATM Services Limited (NZATM), Customers Limited's (Customers) expansion into New Zealand will now proceed following a key development.

Customers announces today that ANZ National Bank Limited has agreed to allow its customers – ANZ and The National Bank cardholders – to use NZATM's independent ATM network.

Importantly, NZATM will now move from trial phase to full deployment throughout New Zealand, as a result of the announcement.

NZATM introduced convenience ATMs to New Zealand in 2008 under a successful trial program that now comprises 101 terminals. Previously the trial had not been able to progress to full deployment because cardholders of two of New Zealand's larger banks, ANZ National Limited and ASB Bank, were unable to access independent ATMs. With ANZ and The National Bank cards being accepted, more than 85% of cards on issue in New Zealand will be able to access independent ATMs.

Customers Limited Managing Director, Tim Wildash, said the development was a cornerstone event for NZATM and the wider New Zealand community.

"After eight years of diligence and testing of convenience ATMs, NZATM will now have a scale of cardholder acceptance where it can realise its plan to establish a comprehensive and reliable independent network across New Zealand," Mr Wildash said.

Progressing to full-scale deployment means NZATM will begin rolling out ATMs to sites where it already holds contracts. As part of its initial deployment, NZATM is aiming to complete the roll out of over 600 ATMs to new sites prior to the Rugby World Cup in September this year.

"Throughout the world, people expect to have access to cash in convenience locations. ATMs respond to this demand and are good for the store or venue that they are in because when customers have more cash on hand, they spend more.

"Our trial has shown that consumers and businesses in New Zealand are no different, with strong demand for convenient access to cash across both metropolitan and regional areas.

"Independent ATMs make up around half of Australia's total number of more than 28,500 ATMs. We estimate that the New Zealand market has the potential to support between 2000 and 2500 independent ATMs."

In June 2010, Customers increased its stake in NZATM from 9.25% to 34.25%. Private New Zealand and Australian investors own the remaining proportion.

Mr Wildash concluded: "We will work closely with NZATM in supplying the latest equipment, technology and support services, enabling it to establish a leading and customer centric convenience service across New Zealand for both merchants and cardholders alike."





Some development work is required to facilitate acceptance of ANZ and The National Bank cards, and NZATM is working with the ANZ National Bank to determine the scheduling of this work.

- ENDS -

### For further information, please contact:

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#### About Customers ATM

Customers ATM is a member of Customers Limited, listed on the Australian Securities Exchange (ASX: CUS) and operator of Australia's largest fleet of ATMs, which are contracted to merchants. Its ATMs include bank branding, such as Bendigo Bank, Citibank and Arab Bank of Australia, as well as its own brands. Customers is recognised as a leading independent owner and deployer of ATMs and the company is quality certified to ISO 9001. Please visit the company's website at <u>customersatm.com.au</u> for more information.

#### About New Zealand ATM Services Limited (NZATM)

NZATM, founded in 2002, is an emerging provider of independent ATM services to merchants across New Zealand using proven global technology and expertise. It was created in response to strong demand from merchants to provide their customers with more secure and convenient access to cash.

NZATM has been working with financial institutions in New Zealand and Paymark, New Zealand's leading electronic payments provider which was established in 1989 and is owned by the four major trading banks, as part of a successful pilot roll-out of the country's first convenience ATMs.

For more information about NZATM, please visit the company's website at nzatm.co.nz