

Recycling Cash at the POS

Opportunity or threat?

- Retail Cash Management
- In Store Banking in Norway
- Consequences for CIT and banking
- New business opportunities for CIT and banking!



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Retail Cash Management

1) Cash handling system



2) CIT- Company



← Net cash requirements
Supply/refill – retrieval →

3) Cash Logistics

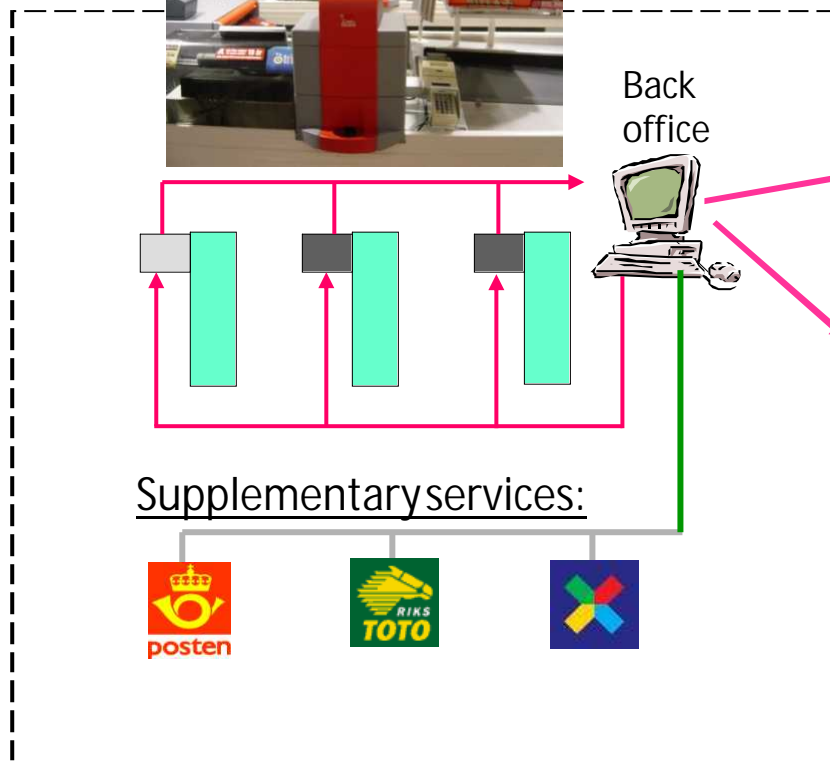
- File transfer settlement to counting office
- Proposal for change ordering
- Cash control at all depots (e.g. Post in Store)
- Log of all events

Counting Office

Goal:
same day value-dating!

Accounts

- File transfer accounts



What determines the business case?

- Number of cash registers and number of operators per register
- Number of minutes per operator spent on settlement and change
- How much time does the store manager spend on cash register
- discrepancies and inefficient change refurbishment?
- How much cash shrinkage does the store currently experience?
- How much is saved by switch over from one settlement per operator to one settlement per store?
- Will more Cash Back and improved logistics reduce the number of cash transports?
- What savings can be realised on checkout operator training?

In Store Banking Concept

Why:

Increase service and customer traffic to the stores

"At SPAR I can take care of my need for cash"

Who:

Postbanken's customers (approx. 700.000 customers)

DnB NOR's customers (approx. 1.200.000 customers)

+ Other banks' customers will attend

**DnB NOR / Postbanken
Have approx. 40 % market
share**

How:

The bank will be able to direct its customers to NG's stores through measures such as marketing and bank charge policies.

NorgesGruppen - Benefits from In Store Banking

- Reduced costs to CIT

Reduction from three to one transportation each week!

- Reduced amount to counting central

Reduced number of notes by 70 per cent!

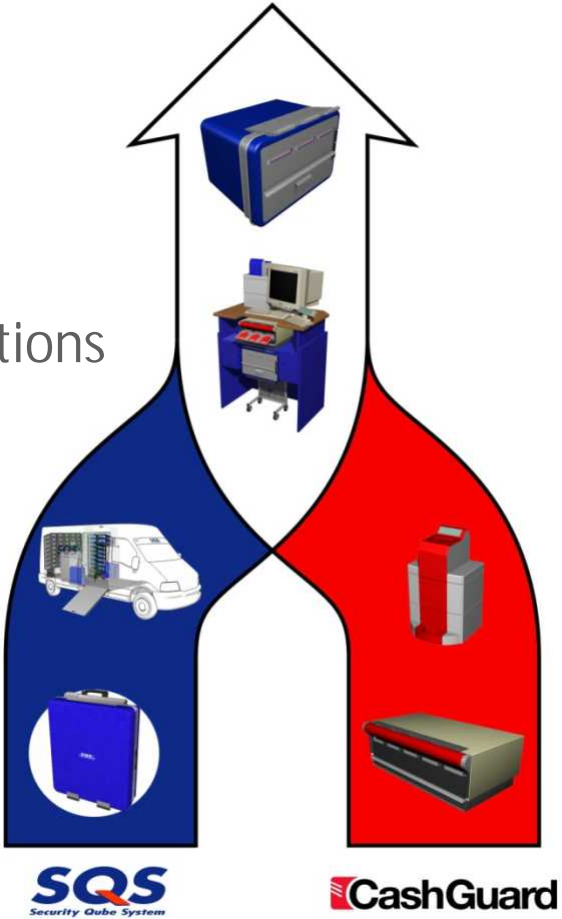
- Fee per transaction:

Payment from the bank for Cash Back and deposits

- Amount of money to cover investments and operational costs

Cash Management – Combined solutions – Retail/CIT

Combined Retail/CIT solutions



Typical customer segments. CIT may expand their business

- Retail Stores
- Fast Food
- Bank/Post in Shop
- Petrol Stations
- Convenience Stores
- Pharmacies



Business opportunities for CIT and banking?

- Would you like to create exit barriers for your customers?
- Would you like to offer a win-win proposal to your customers?
- Would you like to make new business?
- Might it be a strategic choice to be a supplier of integrated products?

Business opportunity – an example:

A customer wants CIT to take care of all cash handling and let CIT retrieve all relevant information from the CM-system:

- CIT take 100 per cent control over the cash logistics
- CIT deliver change when necessary
- Transport to cash centre only when necessary
- CIT rent the equipment to the store on a 5 year rental basis

Result:

- More paid for each transport and reduce the number of cars

In additon:

- Do sales and support on the cash handling system?

Feel free to contact me – at any time!

Thank you!

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