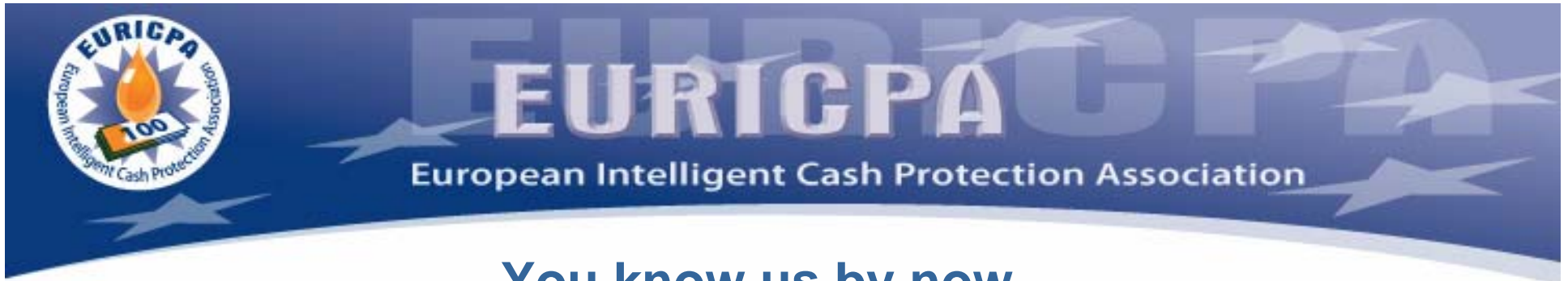




EURICPA TODAY

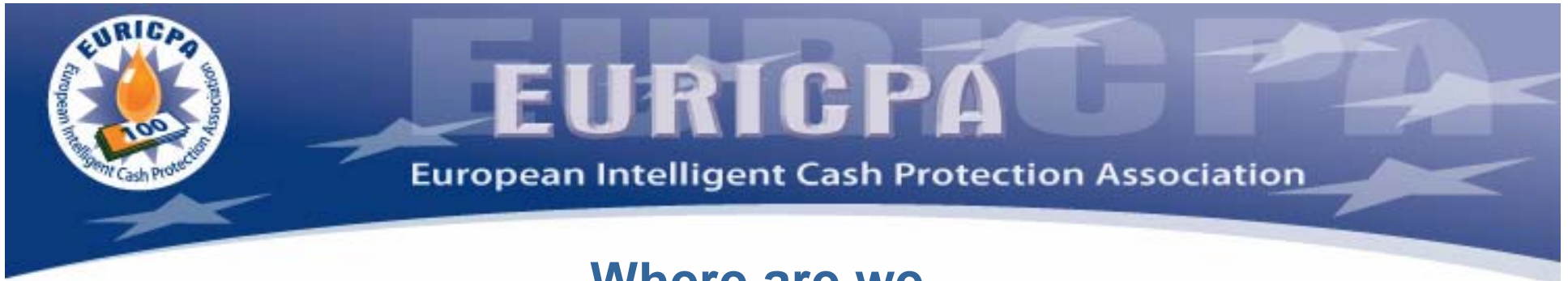
CHAIRMAN
David Milner

Tallinn – June 2007



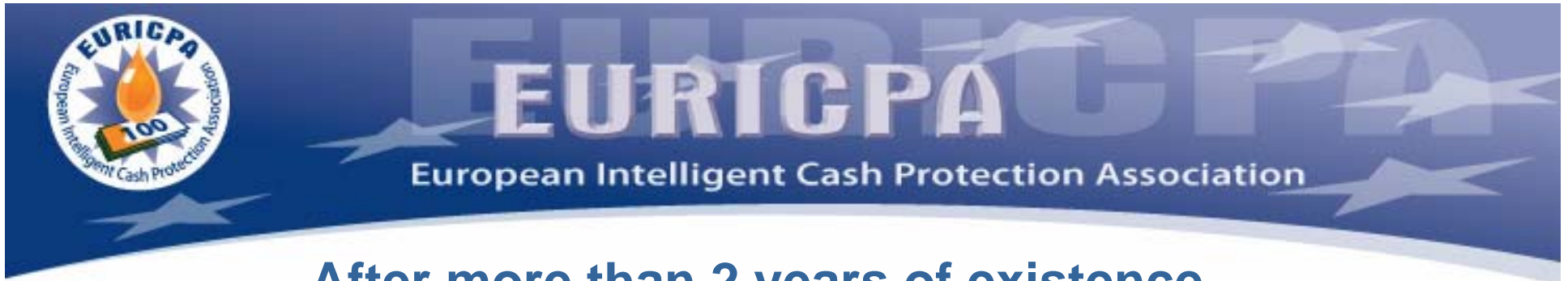
You know us by now...

- ◆ We are the **EUR**opean **I**ntelligent **C**ash **P**rotection **A**ssociation
... gathering all major manufacturers covering the full range of of secure cash transportation by neutralization technologies using an indelible dye
- ◆ For Cash transporters we offer products that provide a greater deterrent to the use of guns, explosives and hijack, than armored solutions alone.
- ◆ For ATM deployers, we offer dye based systems that act as a similar deterrent to people attacking or removing ATMs.



Where are we...

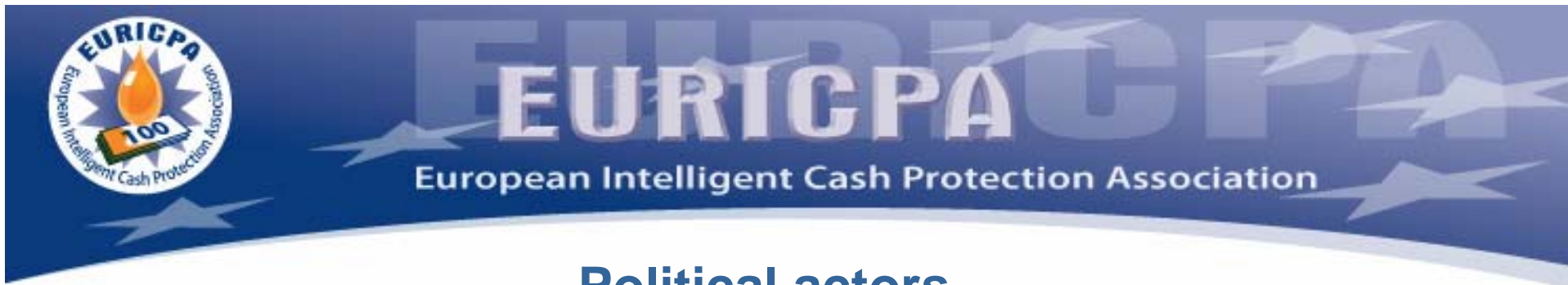
- ◆ More than 200 000 intelligent devices are on the field in EU
- ◆ New trends developing on the market
 - Roll-out of intelligent systems outside the EU (Africa, North & South-America, Russia)
 - Ink staining as proven solution for ATM protection in stand-alone and end-to-end solutions
 - Ink staining as a key security element for cash recyclers in retail stores
- ◆ Greater complexity of legal situations and market access
- ◆ Diversity of technical standards and homologation procedures



After more than 2 years of existence...

- ◆ We have started a constructive and technical debate with EU Institutions and national officials
 - ◆ Euro Cash Users Group
 - ◆ European Central Bank
 - ◆ European Payment Council
 - ◆ EVA and ATMIA for the machine detections

**We need to do the same with ESTA through
a common Working Group**



Political actors...

Your industry and our products have been raised to the political debate (Services Directive debate ended early 2007 with still pending the need or not for future harmonisation...)

**SO...Before the EU puts the subject back on its Work Programme (2008?),
before the European Central Bank finalises its decision for € second
generation, before the completion of SEPA (2010)**

...CAN WE SIT AROUND THE TABLE...



Common subjects around the table

- ◆ Define the specificities of a common neutral high and workable standard to refer to,
- ◆ Analysis of attacks to find together efficient “replies”,
- ◆ Large scale communication campaigns for increased prevention...

First meeting in September in Brussels?



Thank You!



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