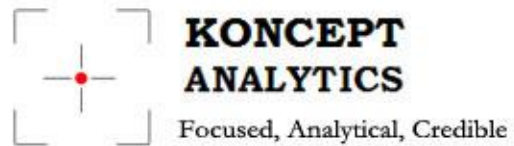


Global ATM Market Report

2015



Executive Summary

Automatic Teller Machines (ATMs) remain one of the main channels for the provision of retail banking services. ATMs continue to be one of the main touch-points for the customers of financial institutions. ATMs have changed their historical role of a mere cash dispenser and are expanding their potential to offer a wider range of services. The ATM industry's offering has evolved significantly since its inception in the early 1960s, becoming a key enabler of branch innovation, and now evolving in parallel to internet banking and newly developing mobile banking channel.

The ATM market continues to grow globally, largely thanks to a huge demand for cash withdrawal services in the coming years from emerging markets, in terms of the quantity of ATMs proportional to the population, in the volume and value of transactions captured through various channel.

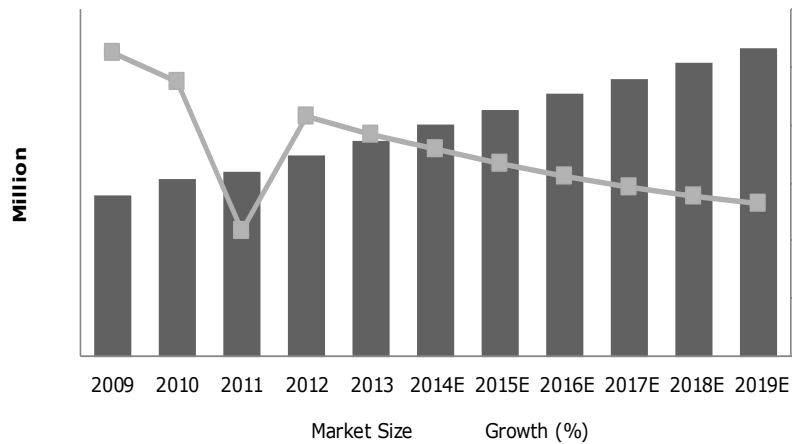
The key trends observed in the market include rising electronic transactions, innovative technological advancing ATMs and entrepreneurs investing in Bitcoin ATMs among others. But there are certain challenges too faced by industry which include global increase of non-cash transactions, increasing high costs of operating retail ATM business and issues related to deployment of Bitcoin ATMs. The major growth drivers include increasing demand for cash withdrawals, integration of ADTs into ATMs, ATM growth in developing nations as well as increasing global GDP.

The report provides a comprehensive study of ATM market globally. The industry is concentrated with a few large players such as NCR Corp., Diebold, Inc. and Wincor Nixdorf. All these companies have been profiled in the present report highlighting their key financials and business strategies for growth.

By combining SPSS Inc.'s data integration and analysis capabilities with our relevant findings, we have predicted the future growth of the industry. We employed various significant variables that have an impact on this industry and created regression models with SPSS Base to determine the future direction of the industry. Before deploying the regression model, the relationship between several independent or predictor variables and the dependent variable was analyzed using standard SPSS output, including charts, tables and tests.

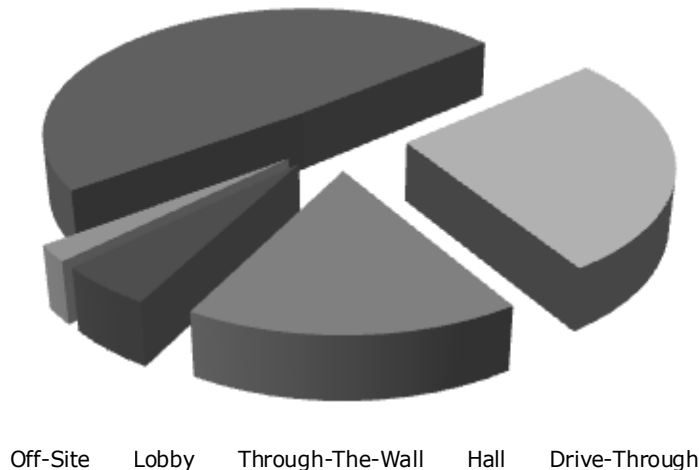
In the US, 68% of ATMs now deployed are off-premise ATMs.

Global ATM Installed Base (2009-2019E)

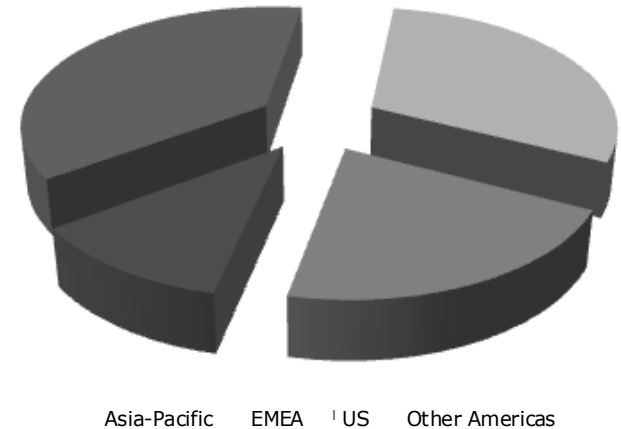


- The global ATM installed base increased by ...%, half of growth led by China, to reach ... million, with ... new machines added in 2013. Moreover, the global installed ATM base is estimated to have crossed the figure of ...million in 2014.
- Based on location, Off-site ATMs make up almost half of the global installed base i.e. ...% in 2013. In some countries, high off-site shares can be attributed to the presence of independent ATM deployers (IADs), in particular in the US and UK which have well-developed IAD sectors. Globally, the lobby was the only location type to see its share rise in 2013 to ...%.
- The largest number of ATM installation is in Asia-Pacific region accounting for ...% of market share followed by Europe Middle East and Africa (EMEA) with ...% share in 2014. China's ATM market growth accounted for ...% of expansion in Asia-Pacific in 2013 as well as 2014 and the US accounts for ...% of total ATMs installed up to 2014.

ATM Market Share by Location (2013)

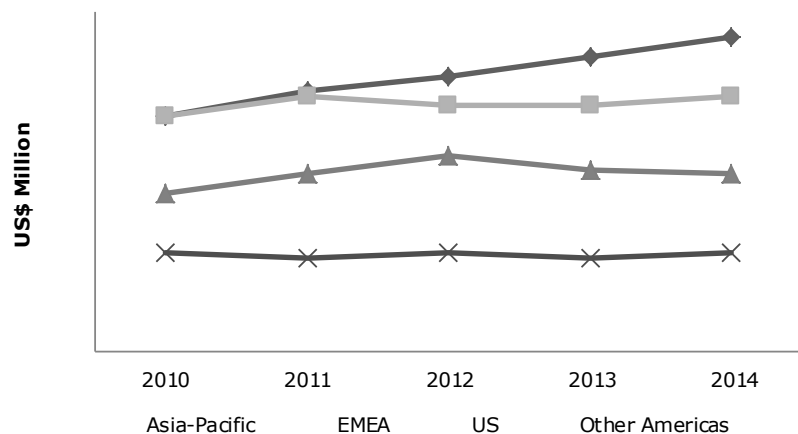


Global ATM Market by Region (2014)



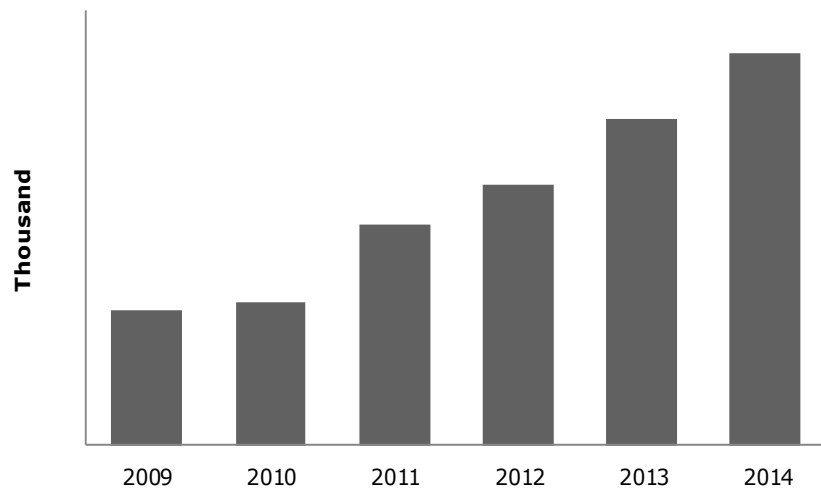
Association of Southeast Asian Nations (ASEAN) is the most growing region of new ATM installation.

ATM Market Growth by Region (2010-2014)

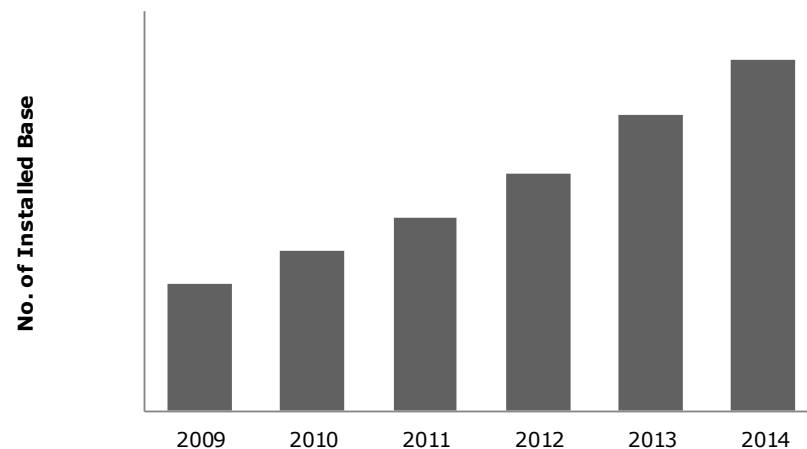


- ATM market value by region is highest in Asia-Pacific .i.e. US\$... million in 2014 immediately followed by EMEA ATM market of worth US\$...million. The US ATM market amounted to US\$...million in 2014, declined by ...% from year 2012.
- In the UK, frequent engagements of consumers with ATMs have helped the nation steadily grow in reliance on ATMs over the last five decades. The ATM count has reached an all-time high of ... as of 2014, of which ...% are free-to-use.
- China is the world's largest ATM market, and its ... additional ATMs, an increase of ...% to reach ...machines, accounted for half of growth worldwide in 2013. By the end of 2014, China had ATMs in operation across the country, up ...% from 2013.

LINK ATM Numbers in UK (2009-2014)

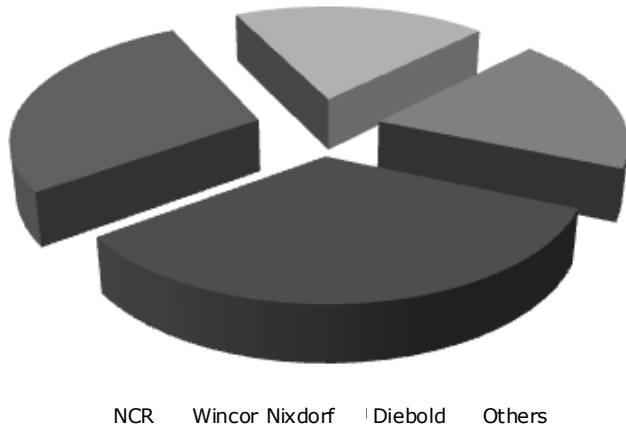


China ATM Installed Base (2009-2014)



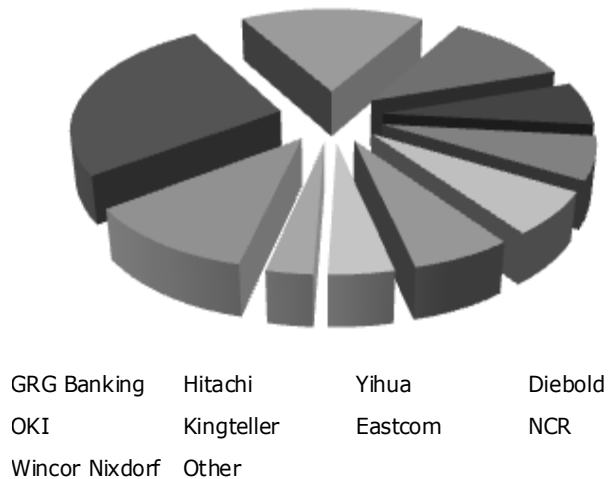
Nautilus Hyosung America (Hyosung) is now the largest supplier of ATMs to the US market .

Global ATM Market Share by Company (2014)

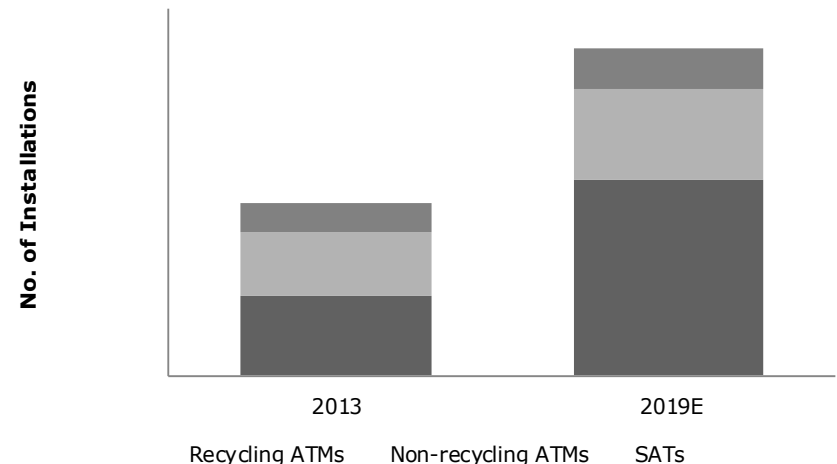


- In 2014, NCR had maximum ATM market share of ...%, followed by Wincor Nixdorf and Diebold with share of ...% and ...% respectively. Rest ...% of market share includes Hyosung, GRG Banking, OKI and Hitachi among others.
- GRG Banking, which has been the number one seller for seven consecutive years, managed to increase its market share to ...% with ... ATMs sold in 2014. Hitachi, Yihua, Diebold and OKI are also on the Top 5 list with ...%, ...%, ...% and ...% of China's ATM market share in 2014, respectively.
- ADTs are much more commonly offered at ATMs than at SATs accounting for ...% of the total ADTs. Not only this, but of the stand-alone terminal (SATs) in operation in 2013. Of the ATMs, while ... terminals recycled deposited notes in 2013, the function wasn't put to use due to regulations in China and India.

ATM Suppliers Market Share in China (2014)

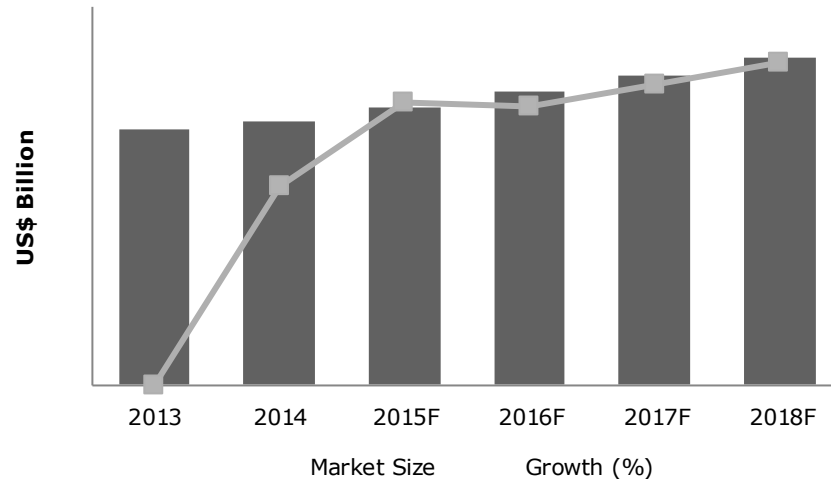


Number of ADT Installations by Type (2013/2019E)



Asia-Pacific will account for nearly two-thirds of global cash withdrawals by 2019.

Global ATM Market Forecast (2013-2018F)



- The ATM will remain the most important public face of channel banking for a long time to come. Its importance is proved by the continuous growth of the channel in terms of the number of ATM units installed and the volume and value of transactions. There is even a brand new sector in the industry, which is likely to increase considerably in 2015 i.e. the rise of bitcoin ATMs.
- The global ATM channel is increasingly divided into two quite different environments. In mature markets, the growth of electronic payments and mobile payments is forcing ATM operators to rethink traditional business models. In emerging markets, the rapid growth of banked consumers and relatively high levels of cash use are driving ATM demand to new heights, but this growth may be short lived. Both environments demand and will reward innovation, scale and a long-term strategic view. The global ATM market is forecasted to reach US\$... billion by 2015, an increase of ...% from US\$...billion in 2014, growing at a CAGR of ...% for next four years.
- Vast numbers of people in emerging markets in Asia Pacific and Middle East and Africa still have no access to ATMs or other banking services. By country, China, India, Indonesia, Pakistan, Nigeria, the Philippines and other countries with low-density ATM installation will be new engines for global ATM growth. Cash has been the primary means of payment for many in these regions until now. This along with high numbers of new customers entering banking systems and government programmes to encourage usage of cards to access bank accounts, will bring about such an increase in ATM withdrawal volumes in many of these markets that deployers will be forced to ramp up their deployment of ATMs.