Strictly private and confidential

PayPoint



Preliminary Results Presentation

22 May 2008

Agenda



- Highlights and operations review
- Financial review
- Summary
- ♦ Q&A
- Closing





Highlights & operations review Dominic Taylor Chief Executive

PayPoint overview



- Strong year's performance, driven by a combination of
 - good revenue growth (35%)
 - operational gearing (46% operating margin, up 2ppts on a like for like basis)
- Results driven through implementation of PayPoint's core business strategy, namely:
 - broadening our customer proposition by increasing the range and volume of payments across our network
 - growing and optimising our network coverage

PayPoint overview



- Sector share growth in all sectors and now overall cash payment market leader ahead of the Post Office
- First full year for our internet Payment Service Providers (PSP) now trading as PayPoint.net
- Acquired Pay Store a leading Romanian mobile top-up business on 15 May 2007

PayPoint overview

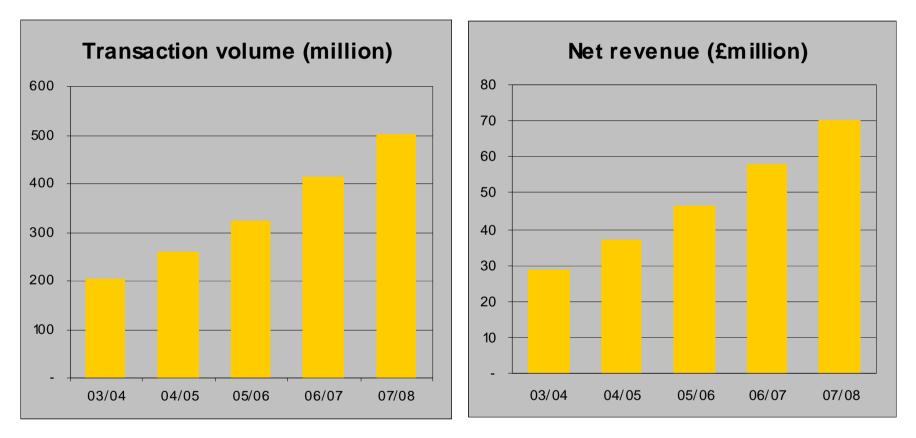


- Our investment in the business continues:
 - integration at PayPoint.net, three hosted data centres reduced to one with disaster recovery at PayPoint operations centre in WGC; new billing system nearing completion
 - new communications and polling hardware, increasing processing capacity
 - evaluating new systems to improve operating efficiencies
 - rolling out further terminals in the UK and Romania
 - launching bill payments in Romania

PayPoint highlights



For the year ended March

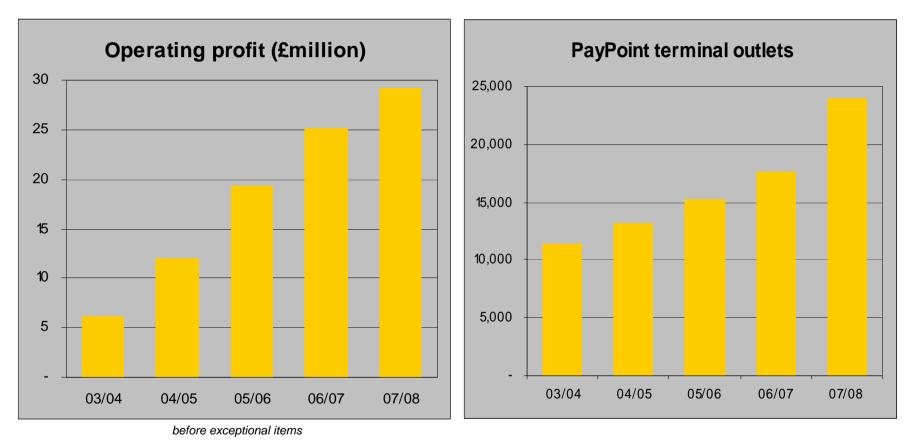


* The year to 30 March 2008 contains 53 weeks. All prior years contain 52 weeks

PayPoint highlights



For the year ended March

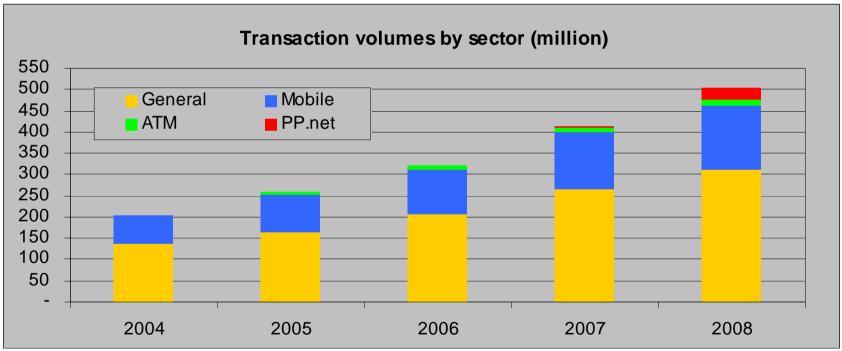


* The period ended 30 March 2008 was 53 weeks. All prior periods were 52 weeks

Operations review



Growth in all sectors



For the periods ended March



Bill and general payments

- Improved coverage within the retail network, underpinned by high customer satisfaction and good brand awareness, boosting share
- Transaction volume in prepaid energy increased despite tariff reductions (particularly gas) early in 2007
- Continued growth expected including further roll out of key meters in Midlands
- BBC TV Licensing contract live since August 06 and we have benefited from a full twelve months of volume in 07/08

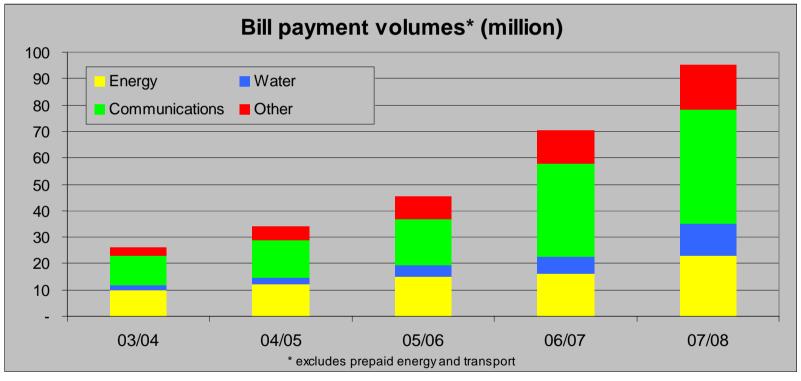


Bill and general payments continued...

- Local authority/housing sector continuing to grow through convenience exclusive arrangements with resellers
- E-money, gifting and prepay debit cards
 - leading cash top up channel
 - 'The Times', 'The Sun', 'Daily Mirror' etc.
- Continued gains from competitors
- Further Post Office closures



Strong volume growth in bill and general payments





Mobile

- PayPoint volume growth in UK
 - Driven by terminal and Epos growth (including Somerfield)
 - Sector share increased to 26% (2007:24%)
 - Mobile network direct top ups static at c. 22%
- PayPoint in Romania
 - Good growth opportunities from growing terminal base and scratch to electronic migration (currently 60/40)

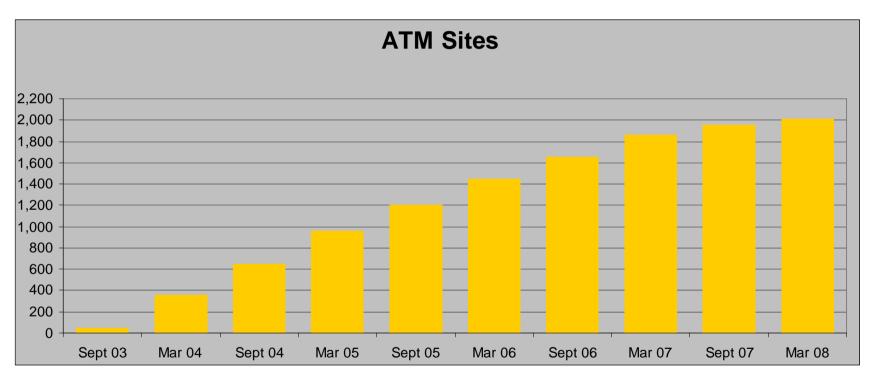


ATMs

- Successful surcharge self replenishment model low fixed costs
- Achieved over 450 new site installations but we have been proactive in churning poor performing sites resulting in a net 156 increase
- Reorganised management, refocused sales effort in February
- 2,016 ATM sites live at the end of the year with a further 60 net increase in new sites by 22 May



ATMs continued....

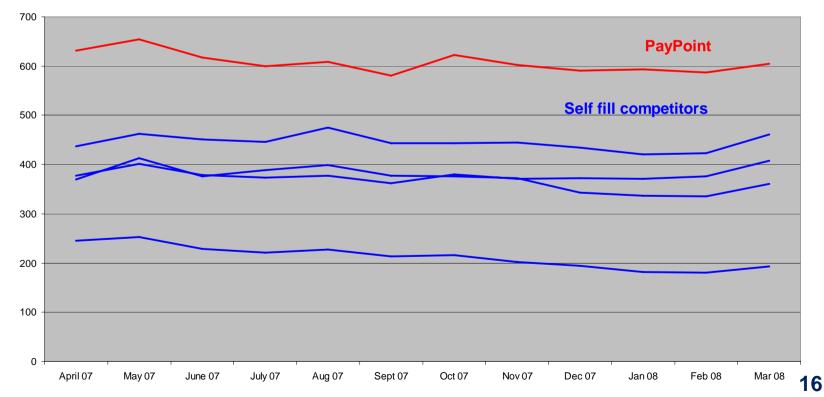




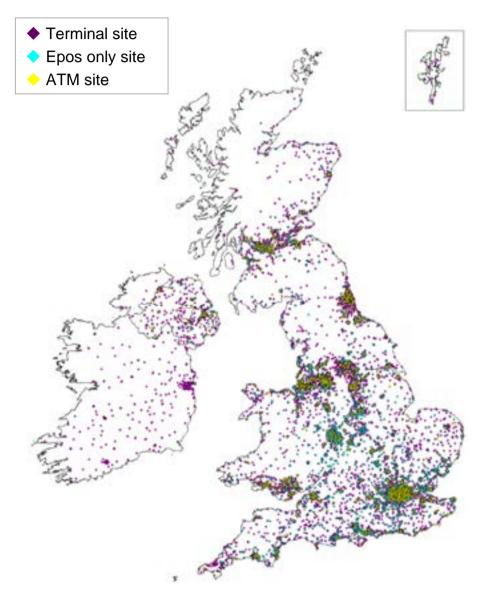
ATMs continued....

- Average transactions per ATM is over 600 per month
- Growth expected to continue





Retail review



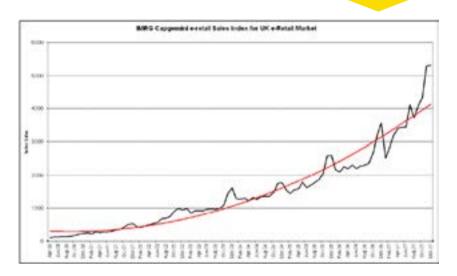


- 19,878 PayPoint terminal outlets in UK and Ireland (March 2008)
- Successfully rolled out over 3,000 (net increase of over 2,000) agents over the past 12 months
- Continuing to rollout agents to c.21,400 by April 2009
- Continued strong demand with churn reduced to 6% per annum



PayPoint.net

 Accelerating growth in Internet commerce



- Acquired two companies last year for £20m rebranded as PayPoint.net – new website imminent
- Process payments between consumers and web merchants via acquiring banks and are known as Payment Service Providers
- Revenue is generated by either transaction fees and/or monthly management fee



PayPoint.net continued....

- Data centres have been reduced from three to one and a new billing platform is near completion
- Opportunity to cross sell internet business to PayPoint's existing clients and vice versa and to leverage PayPoint's retail network
- New management team being built

Romania





- Large Central East European country (22m population); nearly all bill payments are in cash
- Acquired Pay Store the leading independent pre-pay distributor for £10.3m in cash
- Orange and Vodafone are major clients. Third network, Cosmote now contracted
- We have started processing from the UK

Romania





- National branded bill payment proposition has been developed and launch plans are well advanced with 4 founding clients
- 4,000 terminal sites deployed for electronic top ups, with an additional 2,000 selling scratch card vouchers
- Expect to roll out a further 1,500 sites in current year to underpin growth in bill payment

Technology based differentiation



- Maintaining reputation for service excellence and technology leadership
 - 4 hour terminal swap out
 - BBC TV Licence first time registration
 - functionally rich terminal
- Trial potential for web and mobile technologies in service and payment enhancements
 - mobile phone based coupons
 - bill and other payments
- Strengthening retail offering through broadband and Epos integration
- Reviewing contactless payment options as card scheme initiatives develop in banking, mobile and transport





Financial review

George Earle Finance Director

Strong volume driven top line growth



£000	07/08	06/07	% Increase	Like for like % increase
Revenue	212,145	157,068	35%	11%
Cost of sales	155,591	111,068	40%	11%
Gross profit	56,554	46,000	23%	9%
Gross margin	27%	29%	7	
Margin excluding top-ups as principal	36%	34%	2	

Revenue growth driven by volume



£000	07/08	06/07	% I	ncrease
Revenue	212,145	157,068		35%
Cost of sales	155,591	111,068		40%
Gross profit	56,554	46,000		23%
Gross margin	27%	29%		
Revenue		£0(00	
06/07		157,0	068	
Agent commission		6,4	453	
Irish mobile top-ups	5	6,6	519	
Other volume		8, 2	190	
Mix/price		(2,0	014)	
Acquisitions		35,3	395	
Other income			134	
07/08		212,1	45	

Gross profit increased by 23%



£000	07/08	06/07	(% Increase	
Revenue	212,145	157,068		35%	
Cost of sales	155,591	<u>111,068</u>		40%	
Gross profit	56,554	46,000		23%	
Gross margin	27%	29%			
Cost of sales		07/08	(06/07	Change
		£000	;	£000	%
Commissions paya	able	83,439	7	6,986	8%
Depreciation/amo	rtisation	5,719	:	3,815	50%
Mobile top-ups as	principal	55,468	2	1,050	163%
External processir	ng costs	3,378		1,333	153%
Other		7,587		7,884	4%
		155,591	1	11,068	40%

Operational gearing improves like for like net margins



£000	07/08	06/07	% Increase	Like for like % increase
Net revenue	69,860	57,699	21%	10%
Operating profit	29,200	25,202	16%	12%
Operating margin	42%	44%	-2 ppts	+2 ppts
Interest	1,204	1,395		
Profit before tax	30,404	26,597	14%	15%
Тах	(9,424)	(7,859)		
Profit after tax	20,980	18,738	12%	13%
Operating margin like for like basi	46% s	44%		27



Operating costs under control

£000		07/08	06/07	% Increase	
Net revenue		69,860	57,699	$\boldsymbol{\bigtriangleup}$	21%
Operating p	rofit	29,200	25,202	\triangle	16%
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Profit before	tax	30,404	26,597	\triangle	14%
Тах		(9,424)	(7,859)		
Profit after ta	ix	20,980	18,738	$\boldsymbol{\wedge}$	12%

Operating profit	£000
06/07	25,202
Increase in gross profit	10,554
Other cost increases	(1,333)
PP.net & Pay Store (incl. staff)	(5,223)
07/08	29,200

Strong cash flow



	07/08 £000	06/07 £000
Operating cash flow before movements in working capital	36,040	29,991
Change in working capital#	(752)	3,122
Operating cash flow	35,288	33,113
Capital expenditure	(5,409)	(6,452)
Net investment income	1,233	1,280
Tax paid	(6,362)	(6,007)
Cash flow before dividends	24,750	21,934

[#] Working capital excludes creditors in respect of client cash

Net cash £27.7m



	£000
Net cash at start (including client cash* £7 million)	24,324
Cash inflow	24,750
Increase in client cash	711
Dividends	(9,738)
Movement in loans and leases	(246)
Effect of foreign exchange rate change	(5)
Acquisition of subsidiaries and investment	(8,602)
Purchase of own shares	(3,467)
Net cash at end (including client cash* £8 million)	27,727

* Client cash is cash to which PayPoint has legal title, but for which an equal amount is included in liabilities



Summary & outlook

Dominic Taylor Chief Executive



Summary & outlook



- We expect further growth in revenues in the UK by increasing share in bill and general payments, mobile top-ups, ATMs and from Post Office closures
- Plan 1,500 more terminals in the UK this year
- In Romania we plan to install 1,500 PayPoint terminals to complement the existing terminal base and provide initial coverage for a national bill payment network. This investment will result in losses in the first half
- In PayPoint.net, which is currently trading profitably, growth should accelerate in the latter part of the year, following the introduction of the new single company branding, website and product set in the first half

Summary & Outlook continued...



- Trading in the current year is line with the company's expectations
- In the first half, the growth in the core business will be offset by the continuing losses in Pay Store and the shorter trading period of 26 weeks (2007: 27 weeks)
- Directors are confident of continuing growth for year overall, although the increase in revenue from the introduction of the exclusive TV licence contract will not recur in the current year





Q & A

Appendices



- 1. PayPoint management team
- 2. Five year trading record
- 3. Background information on PayPoint
- 4. Materials to support the consumer transaction

Appendix I Management team



- David Newlands (Non Executive Chairman) formerly GEC, Deputy Chairman of Standard Life and currently Chairman of Tomkins and KESA
- **Dominic Taylor** (Chief Executive) formerly Vodafone, Granada
- George Earle (Finance Director) formerly Centrica, GEC, Saatchi, Deloitte & Touche
- Tim Watkin-Rees (Business Development Director) formerly Lloyds Bank, KPMG, Atos
- Experienced non-executives Kenneth Minton (Chair -Remuneration), Andrew Robb (Chair - Audit), Roger Wood and David Morrison (RIT/Weinstock interests)





Five year trading record

Appendix 2 Five year trading record



March year end		2004	2005	2006	2007	2008
Transactions	million	204.4	258.5	322.1	414.1	503.3
Revenue ⁽¹⁾	£ million	67.1	89.1	120.0	157.1	212.1
Net revenue ^(1,2)	£ million	28.6	36.9	46.1	57.7	69.9
Net revenue per transaction ^(2,3)	р	13.3	14.2	14.3	13.9	13.9
Costs ^{(4) (5)}	£ million	(20.5)	(23.1)	(24.5)	(28.7)	(35.0)
EBITDA ^{(1) (5)}	£ million	8.1	13.8	21.6	29.0	34.9
EBIT ^{(1) (5)}	£ million	6.1	12.0	19.3	25.2	29.2
Profit before taxation ^{(1) (5)}	£ million	6.0	12.7	20.3	26.6	30.4

⁽¹⁾ Excluding deferred revenue release

⁽²⁾ Revenue excluding agent commissions, ABTs deferred revenue release and the cost of Irish e-vouchers

⁽³⁾ Based on internal, unaudited PayPoint data

⁽⁴⁾ Costs excluding agents' commission and interest

⁽⁵⁾ Excludes exceptional items of £4.6m in 2005

Appendix 2 Five year cash flow



March year end £'m	2004	2005	2006	2007	2008
Operating profit (excluding ABTs deferred revenue release					
and exception items)	6.1	12.0	19.3	25.2	29.2
Exceptional items	-	(4.6)	-	-	-
ABTs deffered revenue release	0.1	-	-	-	-
Operating profit	6.2	7.5	19.3	25.2	29.2
Adjustments for depreciation and amortisation	2.0	1.8	2.3	3.8	5.7
Operating cash flows before movements in working capital	8.2	9.3	21.6	29.0	34.9
Movement in working capital	4.3	8.1	(5.9)	5.2	(2.6)
Cash generated by operations	12.5	17.4	15.7	34.2	32.3
Corporation tax paid	-	-	(1.4)	(6.0)	(6.4)
Interest paid	(0.4)	(0.2)	(0.0)	(0.0)	0.0
Net cash inflow from operating activities	12.1	17.2	14.3	28.2	26.0
Investment income	0.2	0.9	1.1	1.3	1.3
Purchases of property, plant and equipment	(1.4)	(4.6)	(6.5)	(6.6)	(5.6)
Proceeds on disposal of property, plant and equipment	0.3	0.4	0.2	0.2	0.1
Acquisition of subsidiaries & investment	-	-	-	(19.8)	(8.6)
Net cash used in investing activites	(0.9)	(3.2)	(5.3)	(24.9)	(12.8)
Financing	(1.5)	(1.0)	(0.2)	(0.1)	(0.0)
Equity dividends paid and consortium relief	(0.3)	(0.8)	(5.5)	(8.2)	(9.7)
Net cash used in financing activities	(1.7)	(1.8)	(5.7)	(8.3)	(9.7)
Net increase/(decrease) in cash and cash equivalents	9.4	12.1	3.3	(4.9)	3.4
Cash and cash equivalents at beginning of year	4.4	13.8	25.9	29.3	24.3
Cash and cash equivalents at end of year	13.8	25.9	29.3	24.3	27.8

Appendix 2 Balance sheet



March year end £'m	2006	2007	2008
Non-current assets			
Goodwill	-	18.2	27.4
Other intangilble assets	-	2.8	2.7
Property, plant and equipment	8.9	11.8	13.5
Deferred tax asset	1.2	1.6	1.6
—	10.1	34.5	45.2
Current assets			
Inventories	1.1	1.7	1.3
Trade and other receivables	12.1	20.7	28.5
Cash and cash equivalents	29.3	24.3	27.7
	42.5	46.6	57.5
Total assets	52.6	81.1	102.7
Current liabilities			
Trade and other payables	21.4	36.2	46.0
Current tax liabilities	2.0	4.1	6.5
Obligations under finance leases	0.1	-	0.1
—	23.4	40.3	52.5
Non-current liabilities	0.3	0.4	0.3
Net assets	28.9	40.4	49.9
Equity			
Share capital	0.2	0.2	0.2
Share premium account	24.0	-	
Capital redemption reserve	14.2	-	
Share option and SIP reserve	0.7	1.7	1.7
Retained earnings	(10.3)	38.4	48.0
Total equity attributable to equity holders of the parent company	28.9	40.4	49.9





Background information on PayPoint

PayPoint overview



Branded cash payment collection network

Founded in 1996 by client investors; listed in September 2004

- The UK sector leader:
 - Prepay transactions (energy, mobile and transport)
 - Convenience cash payment collection
 - Smart payment technology
- Premium offer in the market, based on differentiation:
 - breadth of consumer offer / brand
 - quality and convenience of retail network
 - technology & know how development, rollout and growth
 - Imitated but not matched

 Business model drives large marginal contribution per transaction through to profit and cash

Appendix 3 Our business and its metrics



Our business objectives

- To provide *clients* with a cost effective retail network for their customers to make regular cash payments
- To provide consumers with a nationwide network of convenient local outlets to pay for goods and services
- To provide *retail agents* with increased levels of customers footfall and commission

Our business metrics

- 503m annual transactions (2007/08)
- £7.5 billion payment throughput (2007/08)
- Over 9m weekly customer transactions
- £212m turnover, £29m operating profit (2007/08)

Appendix 3

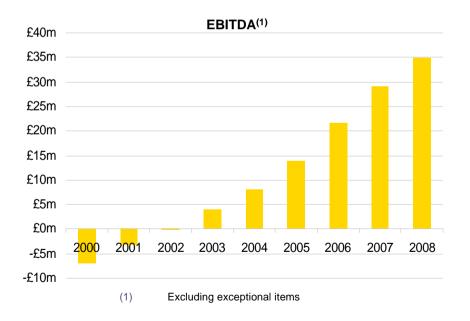
Highlights

- Recognised brand and high customer satisfaction
- Market leading position in energy prepayments and a market leader in retail bill payments
- Predictable revenues due to long term contracts with blue chip clients and regular nature of bill payments
- National coverage across a broad base of retailers
- Strong organic growth
- Significant opportunities for continued future growth
- Broad and expanding product offering
- Fixed cost model driving high marginal contribution from incremental volumes
- Highly cash generative and low capital intensity
- Proven management that have delivered the success



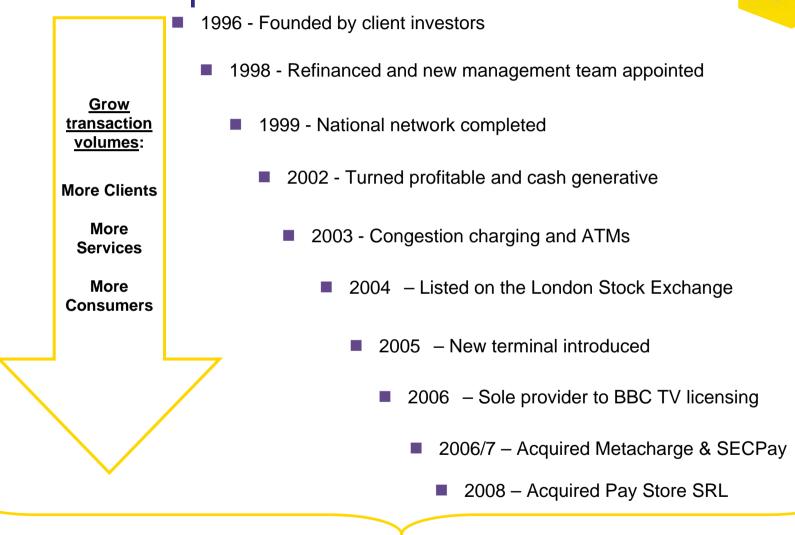
Financial performance

March year end	2000	2001	2002	2003	2004	2005	2006	2007	2008
Ave no of terminals	7,278	7,496	7,922	10,820	10,991	12,253	14,202	16,417	18,708
Transactions (m)	71.1m	89.5m	106.3m	154.3m	204.5m	258.5m	322.1m	414.1m	503.3m
Revenue EBITDA ⁽¹⁾	£12.9m (£6.9m)	£15.8m (£3.3m)	£23.6m (£0.2m)	£43.8m £4.0m	£67.1m £8.1m	£89.1m £13.8m	£120.0m £21.6m	£157.1m £29.0m	£212.1m £34.9m



A FAST GROWING HIGHLY PROFITABLE BUSINESS

Appendix 3 Our development

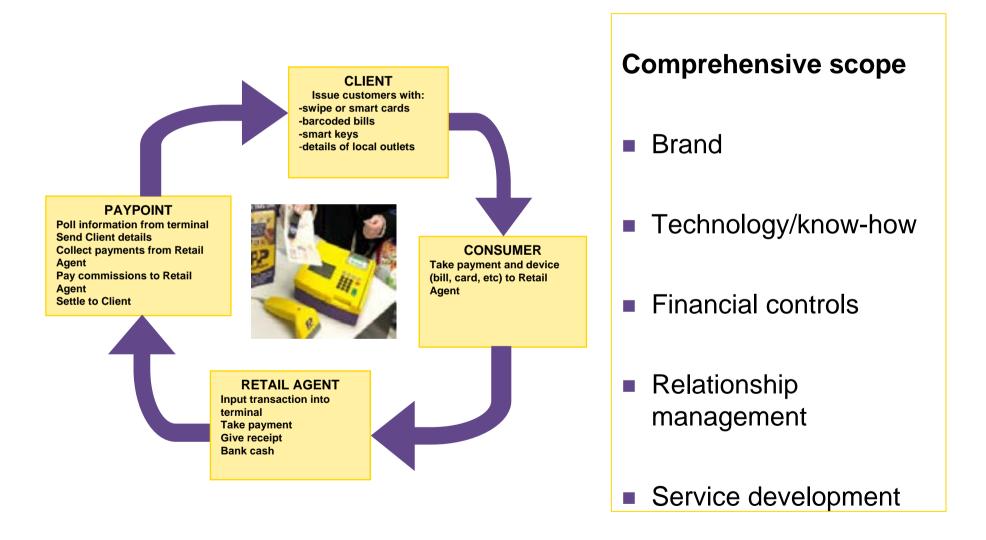


A LEADING UK PAYMENT COLLECTION NETWORK

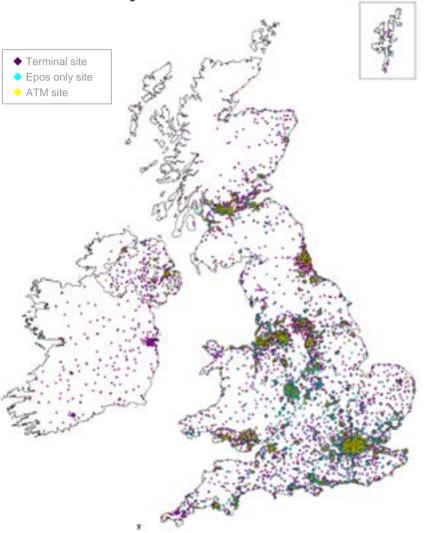


Appendix 3 Business overview





Appendix 3 The PayPoint UK network





- 19,878 Retail Agents including 2,833 with Epos connections and 2,016 ATM sites
 - commission more than £4,000 per annum per agent
 - footfall (c.450 transactions per week)
- 39% multiple outlets, remainder independent



 Network optimised for Client service and efficiency - extensive agent modelling

OVER 99% COVERAGE OF UK HOUSEHOLDS

Appendix 3 Clients



- Many quality clients, many long term contracts, generally 3 5 years
- Top 10 clients deliver 65% of transactions

Energy	Telecoms	/Media	Water	Transport	Other
British Gas EdF (London, SWEB, Seeboard) Northern Ireland Electricity Npower (Northern, Yorkshire) Phoenix Gas E.On Scottish Power Scottish & Southern Siemens (for Quantum) Bord Gais ESB	BT Eircom Kingston NTL Telewest Boxclever BBC First National Telco First National	O2 Orange "3" T-Mobile Tesco Mobile Virgin Mobile Vodafone Alpha Icard Nomicall	Bristol Water Dee Valley Water Yorkshire Water Essex & Suffolk Northumbrian Water Severn Trent South Staffs South West Thames Water Three Valleys Wessex Water	TfL (Capita) Arriva Lothian National Express SESTRAN GMPTE First	AON Leger Holidays Pontins Splash Plastic Intrum Justitia Littlewoods/Shop Direct 172 Local authorities 493 Housing associations ⁽¹⁾ 57 Credit unions
Contain exclusivity provisions (1) Managed through re-seller agreements					

Appendix 3 PayPoint's current markets



	Market size	Positioning
Bill & general payments (263m txns in 2006/7)	 5.7m energy prepayment meters 300m in PO 15m congestion charges p.a (TfL) C140m retail transport sales (mainly TfL) 	 Sector leader in energy prepayments Payzone retain 1 region v. PayPoint's 8 regions Post Office strength in general payments but ongoing closures Retail exclusive for congestion charging but retendering
Mobile top ups (130m txns in 2006/7) (Built from start-up in 2001)	 450m transactions per annum (Networks) 	 Second largest solution provider after e-Pay Strong in terminals (v Payzone) Well positioned in EPoS (vs e-Pay)
ATMs (15m txns in 2007/8) (1,980 installed at 21 Jan) (Built from start-up in 2003)	 25.8k surcharging cash machines, total of 63.7k LINK ATMs in UK 118m surcharge ATM withdrawals per annum 	 Small but profitable Several commoditised competitors (CardPoint, BankMachine, NoteMachine, Hanco)
Internet 26m txns in 2007/08 4808 merchants at 30 March	 450m transactions p.a (APACS) £60 billion p.a. Growing market in retail, travel and gaming 	 Market share increasing with new merchants Ability to cross sell to PayPoint clients Able to offer our network of agents to internet merchants

ACCESS TO HIGH VOLUME MARKETS

Appendix 3

Core business strategy

- Grow transaction volumes
 - optimise retail agent coverage
 - grow client base
 - grow existing and develop new services
 - expand geographic coverage

Leverage the asset base

- brand
- service differentiation
- technology/systems and development
- retail network
- blue chip clients

EXPLOIT ECONOMIES OF SCALE OFF FIXED COST BASE



Appendix 3 Summary

Established business with a unique combination of assets

- extensive UK national network
- established brand
- strong contract portfolio
- robust and innovative technology

Strong competitive positioning

barriers to new entrants

Attractive financial model

- rapidly growing recurring revenues
- highly cash generative and growing profits

Long term growth potential

- existing markets
- new markets
- new geographies

Committed management team

with a proven track record of delivering profitable growth and cash flows







Materials to support the consumer transaction

Appendix 4 Client payment media



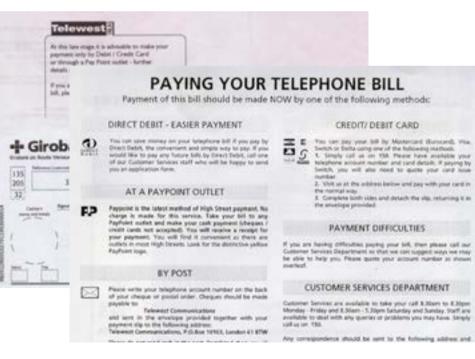












Appendix 4 Retailer external signage











Appendix 4 POS merchandising





Appendix 4 Terminals and ATMs













Appendix 4 Terminal receipts





E-TopUp

PayPoint 20213

DRANGE PAY-A5-YOU-GD 9944129990323614957 12:36 03/06/04 \$N 023050071 TXN 5258

PRYMENT SUCCESSFUL

CLIENT SITE PPOTP0820213 REF ETPPC0467842476 Please Dial 2345 to link Card with mobile phone For use of credit

Utility Payment/

31906 PayPoint TEST 3 3 THE TESTROOM UGC Severn Trent Water Ustercard Paynent 303875999338 GBP 50.00 AMOUNT 15:10 83/86/04 SN 023050050 TXN 5230 IF YOU HAVE DIFFICULTY IN PAYING YOUR WATERBILL PLEASE CALL 08457 500500



E Voucher PayPoint 20213 TEST 1 IN THE TESTROOM UGC VODAFONE UK PAYT TOPUP VOUCHER 982561346060861888869 AMOUNT GBP 5.00 17:16 03/06/04 1 SN 023050071 TXN 5247 VODAFONE

E-VOUCHER SCHEME

Payment Successful REF PEV155000247

PIN 240860572939

SN 880104161

Transport Ticketing