



## **NCR Creates Emerging Markets Group to Drive Global Growth**

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### **Stelios Fragkos appointed region VP to harness innovation in world's fastest growing economies**

DULUTH, Ga., Jan 24, 2011 (BUSINESS WIRE) --

NCR Corporation (NYSE:NCR) today announced it is creating a dedicated emerging markets sales group as part of its strategy to drive growth by responding faster to the needs of companies and consumers in some of the world's fastest growing economies.

Stelios Fragkos has been promoted to regional vice president, Emerging Markets Group, which comprises Brazil, India, China and Middle East and Africa. Reporting to Peter Leav, senior vice president, global sales, Fragkos will focus on expanding NCR's customer base, revenue and profitability in these markets. The new organization arrangement will create the focus required to allow Fragkos and his team of regional leaders to deliver responsive support to customers' needs by extending NCR's partnership approach and tightly aligning the company's regional go-to-market, R&D and manufacturing strategies.

"The growth of self-service is a global phenomenon with 75 percent of NCR revenues already coming from international markets," said Peter Leav, who also heads NCR's Emerging Markets Council. "We are driving further growth by focusing a consolidated high performance team on the most dynamic economies, with growing middle classes that increasingly require self-service to manage their lives. NCR's Emerging Markets Group will empower our sales and consulting teams to harness our regional innovation structure to deliver more relevant insight and technology. Stelios has a track record of understanding emerging market needs, building a collaborative partnership approach with customers and driving profitable growth, and so he is ideally suited to head this new group."

Most recently, Stelios served as vice president for NCR Middle East and Africa operations where he successfully managed operations and led sales for all NCR solutions. Prior, he was Managing Director, NCR Greece, from when he joined NCR in 1999.

"I'm pleased to be leading NCR's expansion in emerging markets," said Stelios Fragkos. "We have a strong brand, relationships, market leadership and insight in the most exciting markets in the world. We have invested for growth in the regions. Now is the time to leverage our innovation structure through the strength of NCR's local market teams and so help our customers achieve their business goals, and to reach greater levels of success."

#### **About NCR Corporation**

NCR Corporation (NYSE: NCR) is a global technology company leading how the world connects, interacts and transacts with business. NCR's assisted- and self-service solutions and comprehensive support services address the needs of retail, financial, travel, healthcare, hospitality, entertainment, gaming and public sector organizations in more than 100 countries. NCR ([www.ncr.com](http://www.ncr.com)) is headquartered in Duluth, Georgia.

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