



NCR Strengthens Leadership in Chinese Self-Service Market

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LONDON, March 19 /PRNewswire/ -- NCR Corporation (NYSE: NCR) has announced a \$1.5 million deal with the Tianjin Branch of the Agricultural Bank of China. The order involves the purchase of NCR's Personas 85 and Personas 74 machines and is further evidence of NCR's dominant position in the rapidly growing self-service market in China.

Personas 85 is a full function exterior Self-Service TouchPoint(TM), providing a range of services such as dispensing cash, cashing checks, paying bills, account inquiries, passbook and document printing.

Personas 74 is an interior ATM which, in addition to dispensing cash, provides services such as account transactions and inquiries. In addition to offering banks a convenient method of performing activities traditionally handled by the teller, there is a clear opportunity for generating additional revenue by dispensing non-cash items such as stamps, tickets and coupons.

This latest deal follows hard on the heels of three significant announcements in 2000. In November, NCR confirmed:

- a major \$14 million deal with the Bank of China, which represented the lion's share of an ATM bulk-purchase order and strengthened NCR's position as the lead supplier to the bank
- the purchase of 100 NCR Self-Service TouchPoints by China Construction Bank in Guangdong, enabling the bank to expand geographical coverage
- a further \$2 million plus contract with the Beijing branch of Industrial and Commercial Bank of China (ICBC), which included the purchase of NT-ready Personas 75 and Personas 85 machines.

Peter Zee, NCR's vice president of Greater China Area, Financial Solutions Division, said, "We continue to expand market share in the Greater China area, building on our traditional strength in self-service solutions. In China itself, our business has benefited from increased investment in self-service solutions by large local banks in preparation for China's entry into the World Trade Organization. NCR is proud of the trust our customers put in the company in making us the leading supplier of ATMs in China."

About NCR Corporation

NCR Corporation (NYSE: NCR) is a leader in providing Relationship Technology(TM) solutions to customers worldwide in the retail, financial, communications, manufacturing, travel and transportation, and insurance markets. NCR's Relationship Technology solutions include privacy-enabled Teradata(R) warehouses and customer relationship management (CRM) applications, store automation and automated teller machines (ATMs). The company's business solutions are built on the foundation of its long-established industry knowledge and consulting expertise, value-adding software, global customer support services, a complete line of consumable and media products, and leading edge hardware technology. NCR employs 32,900 in more than 100 countries, and is a component stock of the Standard & Poor's 500 Index. More information about NCR and its solutions may be found at www.ncr.com.

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