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LONDON, Nov. 19 /PRNewswire/ -- NCR Corporation (NYSE: NCR) today announced an \$11 million deal with Shanghai-based Bank of Communication. The order involves the purchase of NCR's Personas 73, Personas 74, Personas 84 and Personas 86 Self-Service TouchPoints(TM) (ATMs), including software and services support, and further demonstrates NCR's prominent position in the rapidly growing market for financial self-service solutions in China.

In addition to traditional cash dispensing, the new machines will give Bank of Communication branches the capability to offer additional automated services, such as cash deposit, passbook printing, account inquiries and bill payment.

A Bank of Communication spokesperson said, "NCR is our long-term business partner. We have always been confident with their product quality and service attitude. The fact that we have chosen NCR for this major order is a result of the relationship built up over a number of years."

In August NCR announced a similar \$13M deal with Bank of China, and today's announcement further demonstrates the trend toward increasing financial self-service automation in this rapidly developing region.

Other recent deals for NCR include ATM orders from Agricultural Bank of China and Men Sheng Bank.

Commenting on today's announcement, Albert Tsang, NCR Financial Solutions Division vice president for the Greater China Area, said, "NCR has a long-term business relationship with Bank of Communication. We have been the bank's major supplier for a number of years. This further demonstrates NCR's leadership position in the self-service market.

"With China's impending entry into the World Trade Organization (WTO), fierce competition is inevitable. At NCR, we are committed to working with our customers to enable them to expand service capability, minimize operating costs and increase efficiency. In response to China's open policy and in order to take advantage of the multiple business opportunities brought on by entry into the WTO, we expect further expansion into China."

NCR also has announced its decision to open an office in Xian and to extend service to the northwestern part of China.

About NCR Corporation

NCR Corporation (NYSE: NCR) is a leader in providing Relationship Technology(TM) solutions to customers worldwide. NCR's Relationship Technology solutions include the Teradata(R) database and analytical applications such as customer relationship management (CRM) and demand chain management, store automation systems 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](http://www.ncr.com).

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