



## NCR Announces \$20 Million Deal with Bank of China

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BEIJING, Aug 19, 2002 (BUSINESS WIRE) -- NCR Corporation (NYSE:NCR) today announced a \$20 million deal with Bank of China. Under the agreement, NCR will provide Bank of China with Personas 86, Personas 84, Personas 74 and Personas 75 automated teller machines (ATMs) with enhanced self-service functions.

The new ATMs will be deployed in branches all over China. The bank already has over 6,000 ATMs, and the intention is to add multiple units to its 13,000 points of service. This will further enhance the bank's service network and ensure quick and convenient service to its customers.

Bank of China is the oldest established bank in China and has a long-standing relationship with NCR. NCR helped Bank of China install China's very first online ATM in 1988 at the bank's Shenzhen branch. NCR has been partnering with the bank since this time, enabling it to stay abreast of technology developments in the face of growing competition in recent years.

The scalability of the Personas ATMs will enable Bank of China to further develop its self-service offer. Services that could now be offered include advertising and m-commerce on ATMs. The introduction of such new services can help the bank's competitive position, especially after China's accession to the World Trade Organization.

Albert Tsang, NCR Financial Solutions division's vice president for the greater China area, said, "Since 1988, when we installed the first online ATM for China, NCR has been committed to the financial market in the mainland. Bank of China was our first customer. We anticipate an expanding demand for self-service solutions in this important market."

### About NCR Corporation

NCR Corporation (NYSE:NCR) is a leading global technology company helping businesses build stronger relationships with their customers. NCR's ATMs, retail systems, Teradata(R) data warehouses and IT services provide Relationship Technology(TM) solutions that maximize the value of customer interactions. Based in Dayton, Ohio, NCR ([www.ncr.com](http://www.ncr.com)) employs approximately 30,400 people worldwide.

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