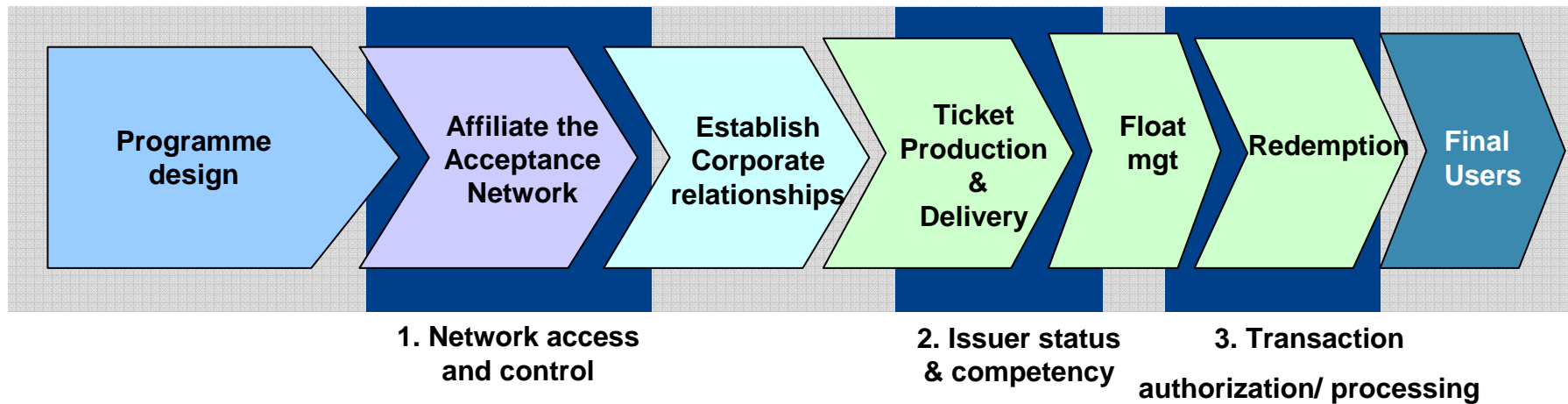


# PrePay Technologies



# PrePay Technologies: the reason why?

## Accor Services' business model



**PPT integrates  
3 key stages  
in the Value Chain:**

1. Network access
2. Issuer status
3. Transaction authorization / Processing



**... and speeds up  
our time to market  
for  
Electronic Transactions**

# PrePay Technologies: A Prepaid Card Solutions Provider

- Acquisition in September 2007
- A value-added processing platform for Prepaid Card solutions
- 60 specialist staff dedicated to prepaid
- Business volume: 400 Million €
- # transactions: 40 Million



# Expertise: A fully integrated services model

## ■ Programme design, integration & support

- Programme delivery and management
- 24/7 support, fully customisable self service options

## ■ Issuing & processing

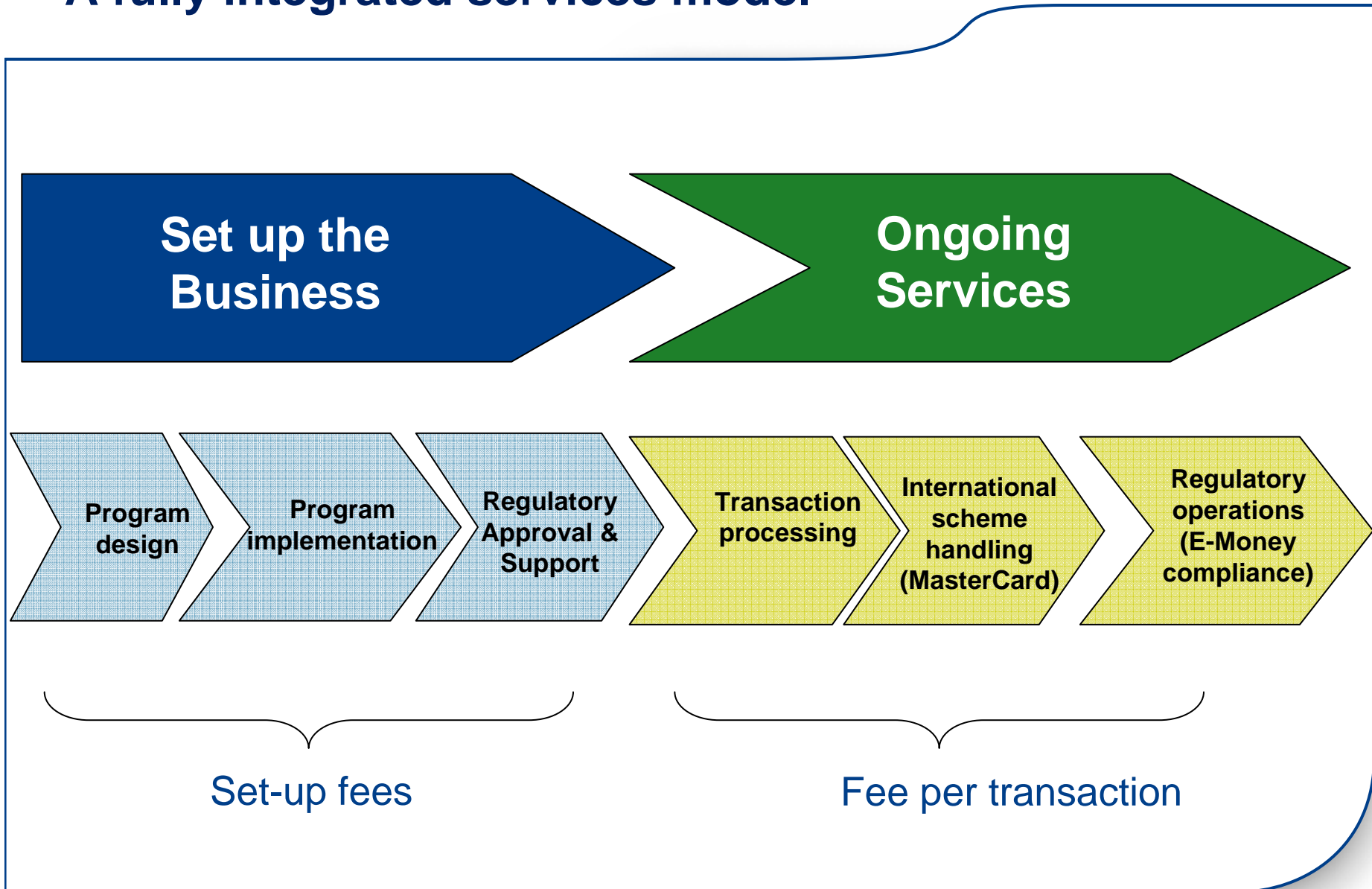
- In house processing on closed, filtered & open payment networks
- MasterCard certified prepaid processor

## ■ Compliance & regulation

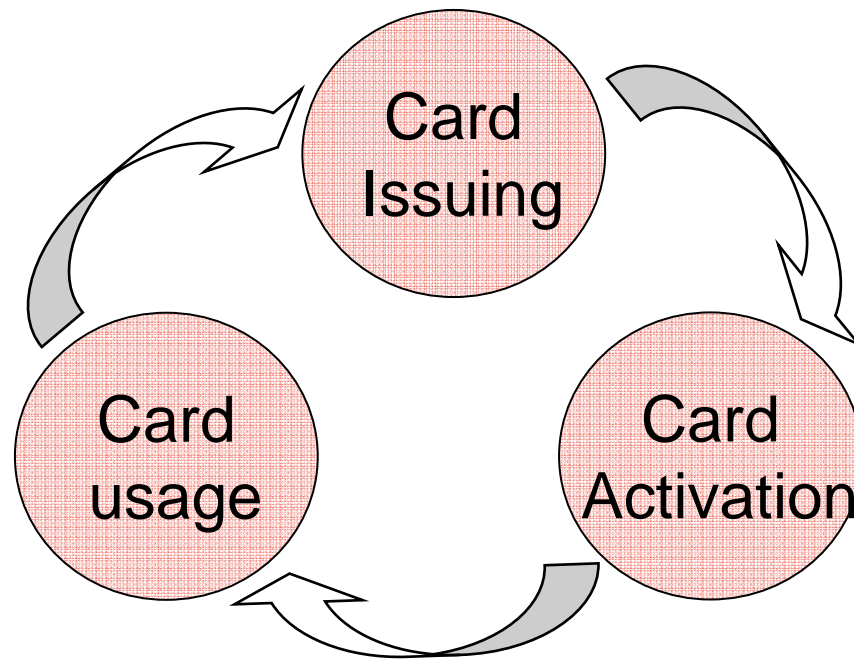
- E-Money licence, FSA regulated (UK)
- 'Passported' across Europe
- Compliance & regulatory support (KYC)



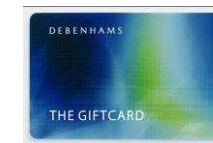
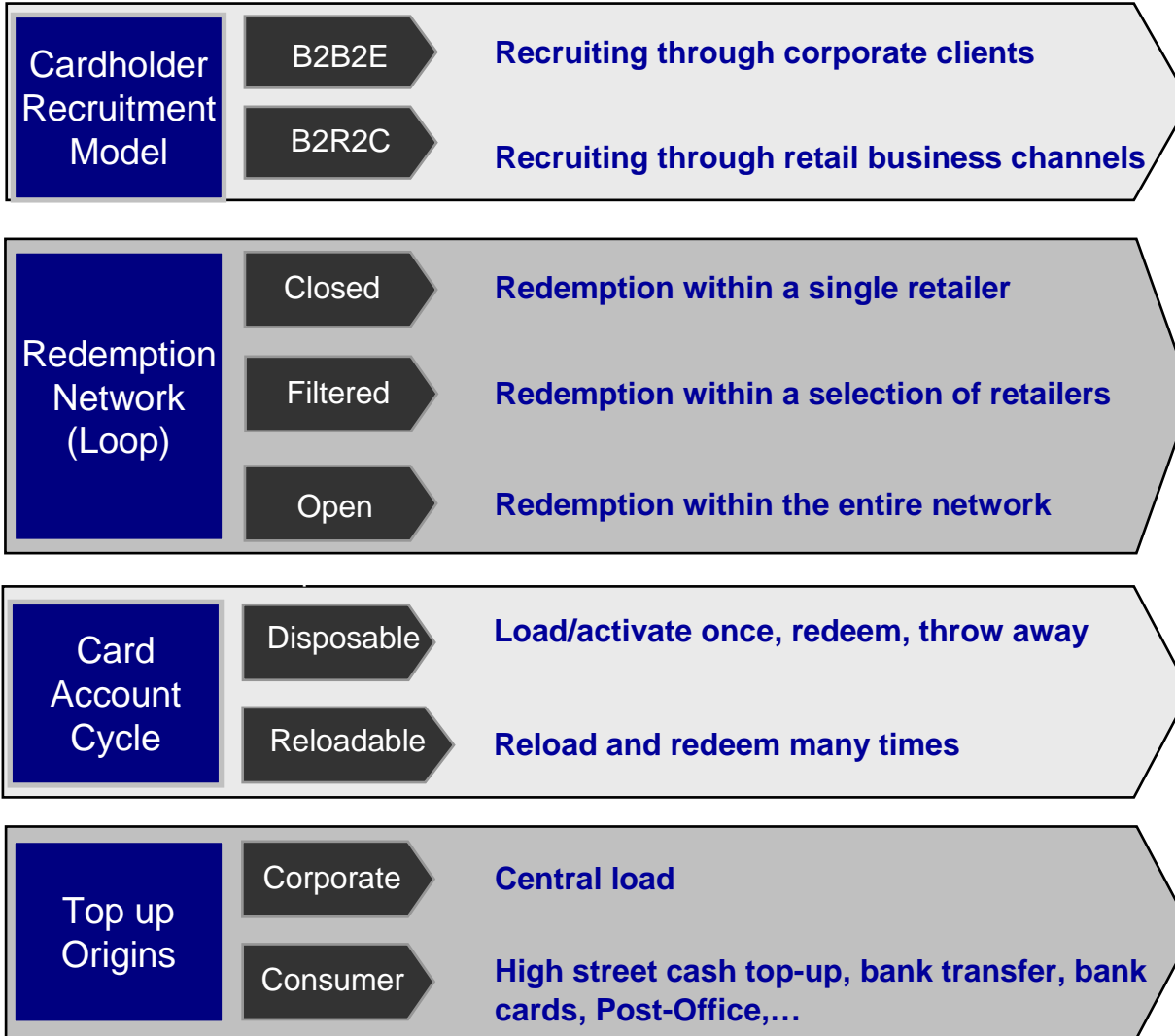
# Business Model: A fully integrated services model



# Card cycle



# Unique expertise in electronic prepaid solutions for all type of requirements & markets



# Compliance and regulation

Numerous aspects need to be considered and addressed in prepaid programmes. PPT manage most of these requirements and can advise on many others.

## Consumer Protection

- EU E-money Directive
- FSA Treating Customers Fairly
- Distance Marketing
- Payment Services Directive

## Crime Prevention

- 3<sup>rd</sup> Money Laundering Directive
- Proceeds of Crime Act
- Joint Money Laundering Steering Group

## Scheme Stability

- MasterCard rules
- Member approvals
- APACS in UK

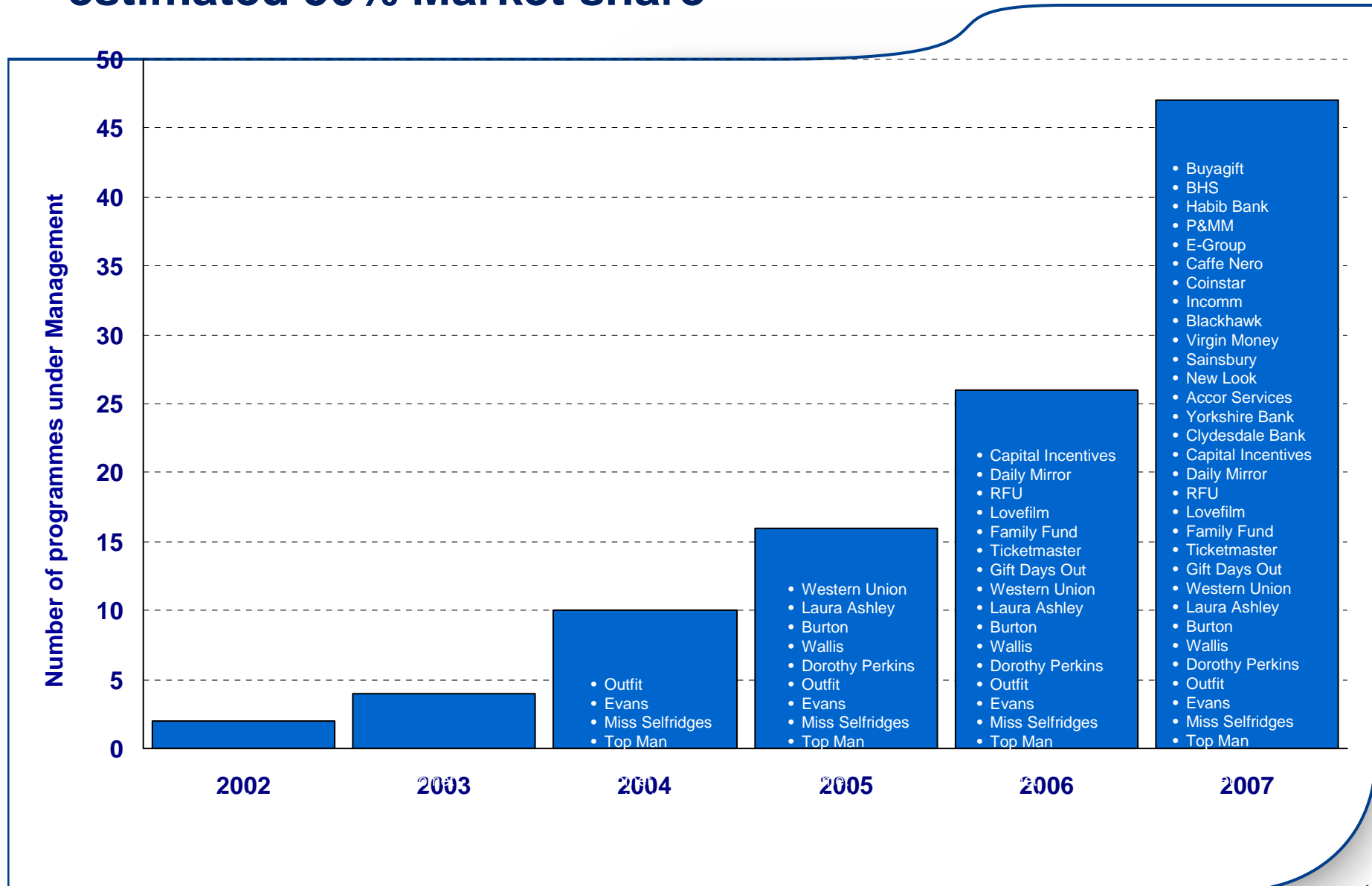
# UK market leader in operating prepaid solutions

## Market segments:

- Retail gift
- Corporate incentive
- Promotions / Rebates
  
- Payroll
- Insurance claims
- Corporate Expense
  
- Prepaid Debit / General Purpose/UUB

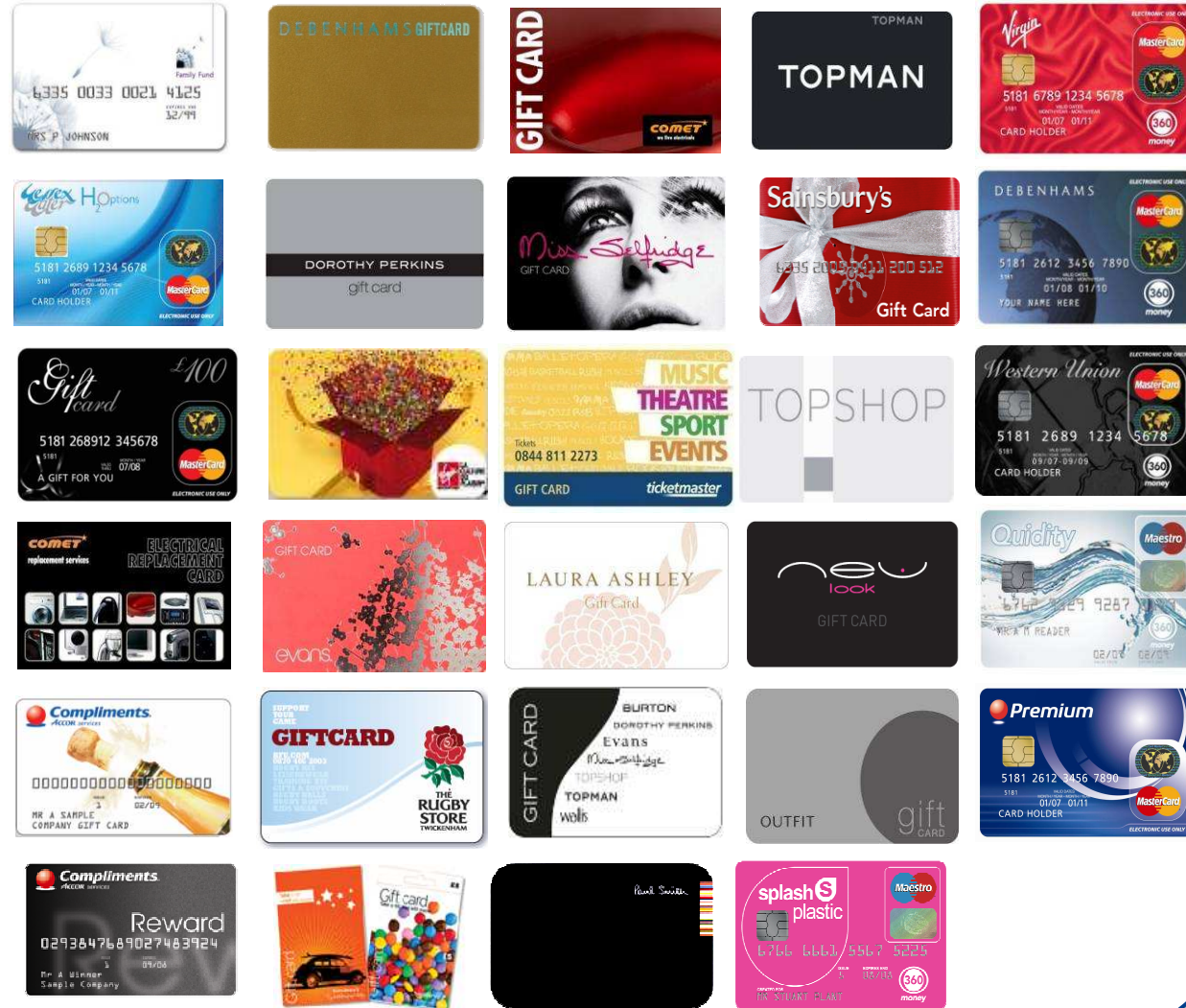


# UK leader in the Gifting market with an estimated 50% Market share



# 20m cards under management

**Capital Incentives**  
**Family Fund**  
**Comet**  
**Debenhams**  
**Arcadia Group**  
**Bhs**  
**Sainsbury's**  
**Laura Ashley**  
**New Look**  
**Paul Smith**  
**Ticketmaster**  
**House of Fraser**  
**Fat Face**  
**Rugby Football Union**  
**LOVEFiLM**  
**Sainsbury's**  
**Virgin Money**  
**Western Union**  
**P&MM**  
**Daily Mirror Group**  
**Clydesdale Bank**  
**Yorkshire Bank**  
**HBZ Bank**

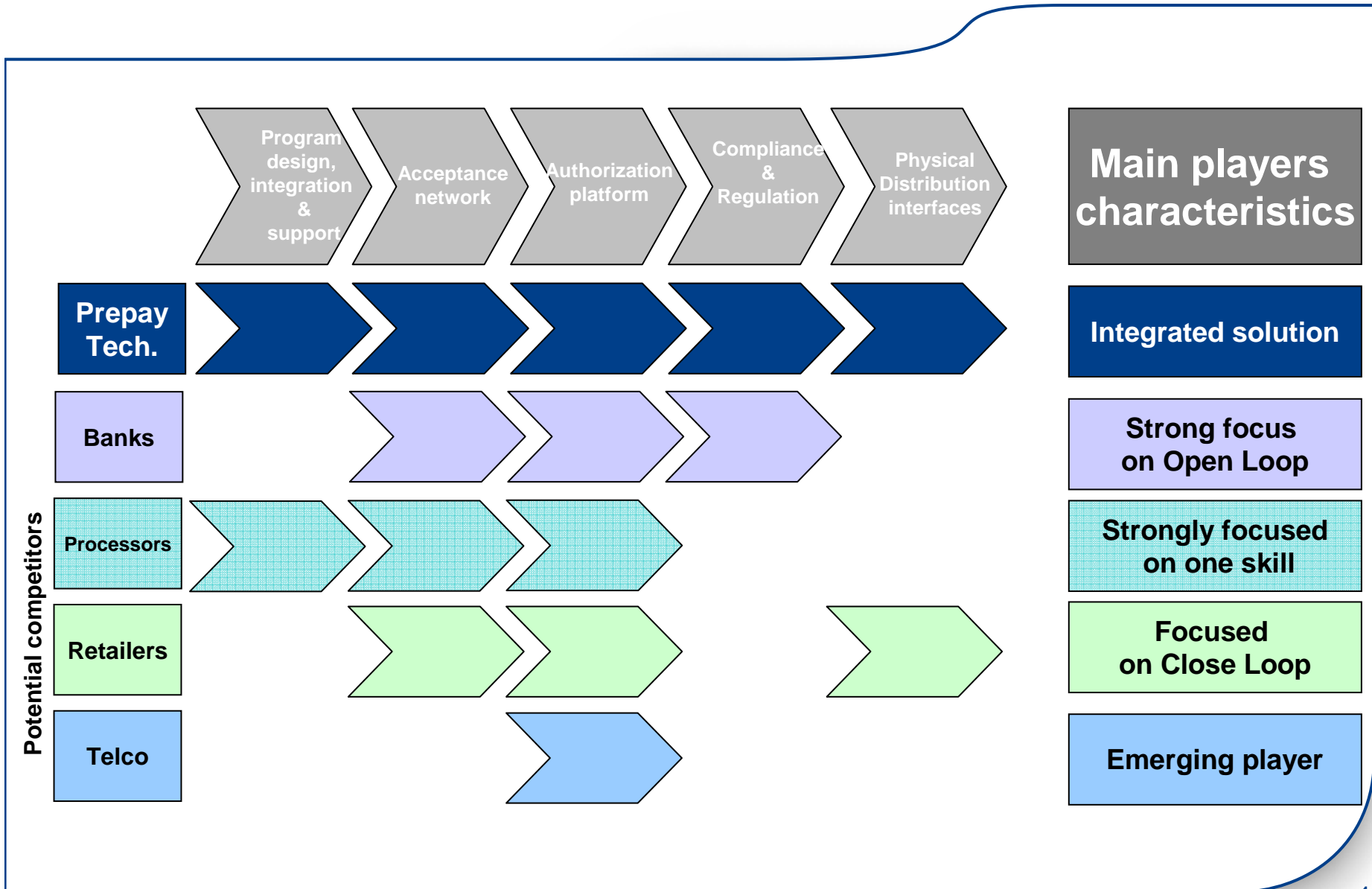


## Major benefits for clients

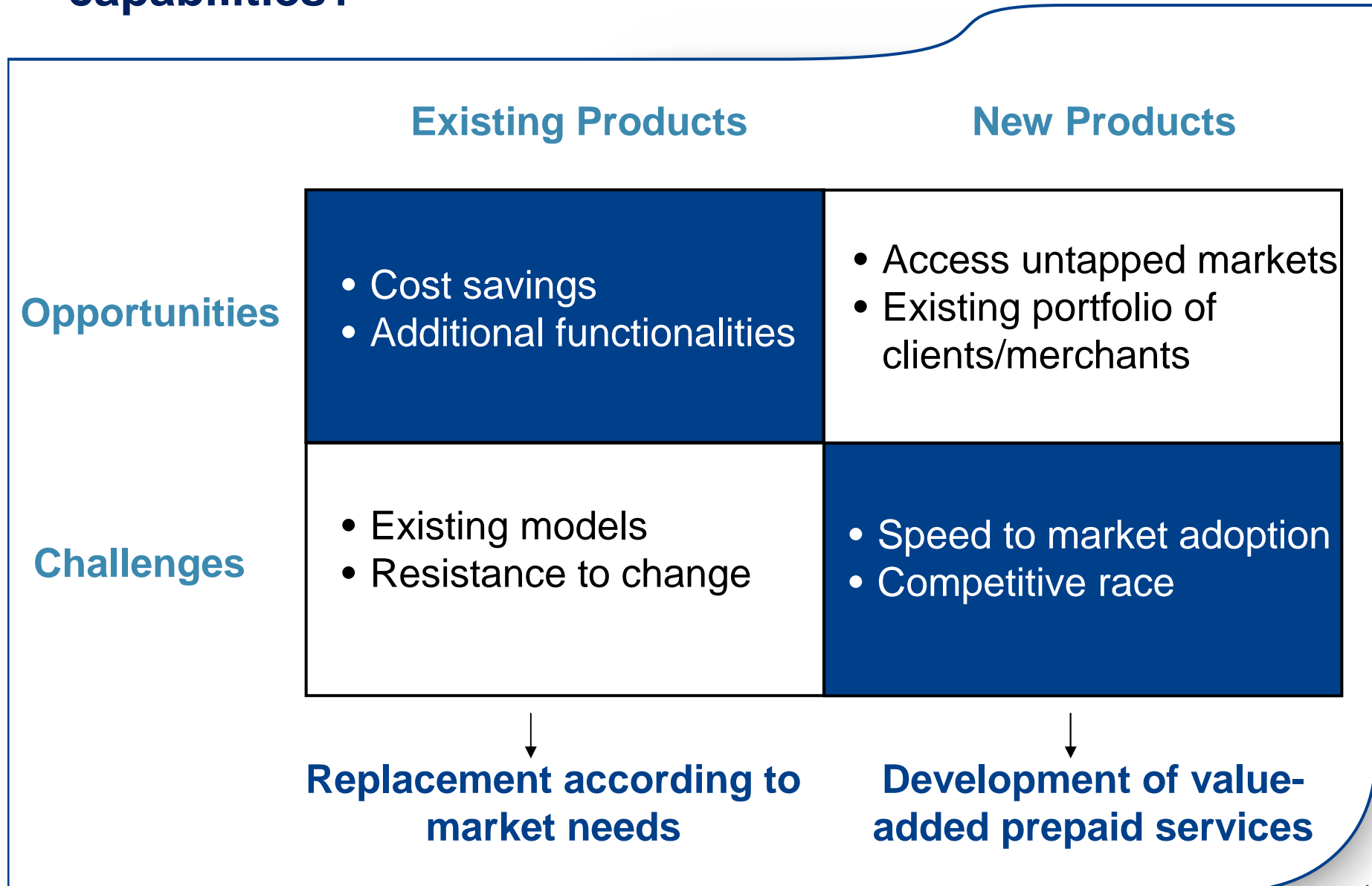
- One stop-shopping
- An integrated offer
- All types of prepaid programmes
- Transnational solution across Europe
- Truly localised teams



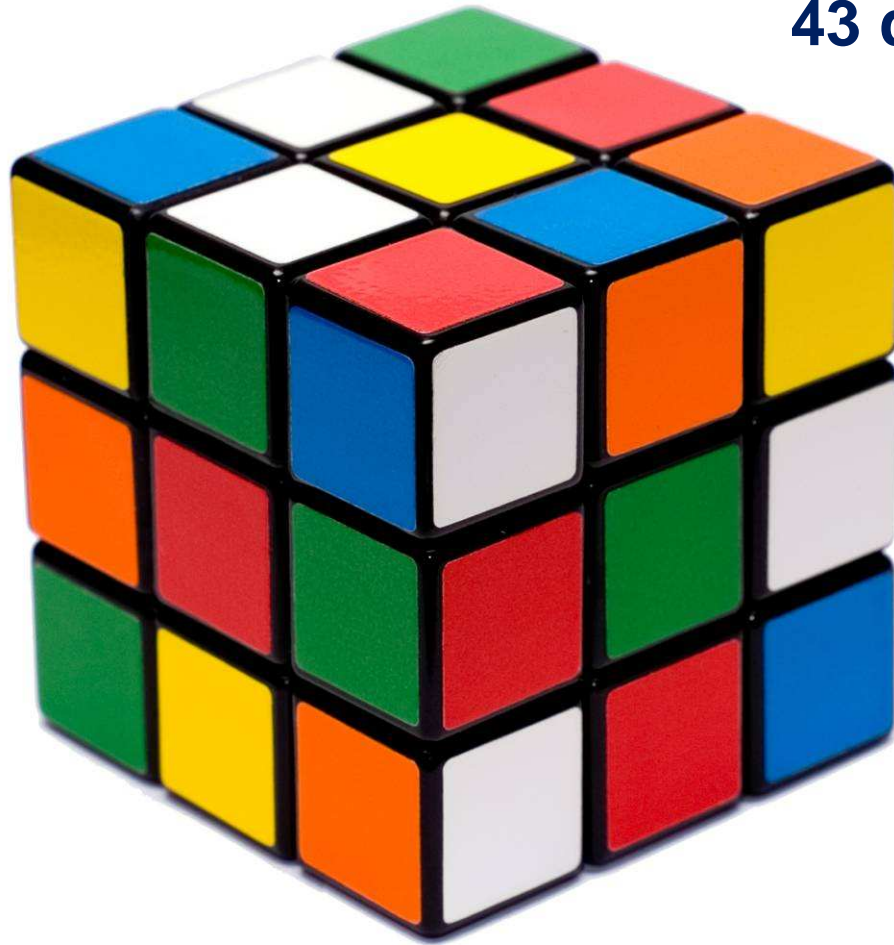
# A unique positioning in the value chain



# How to leverage PPT expertise & capabilities?



# PrePay Technologies as a strategic tool for Accor Services



**43 quintillion wrong options...**

**... 1 right answer!**