

BENALPIN

**EUROPEAN MARKET SURVEY
INFORMATION**

CASH – IN – TRANSIT INDUSTRY

SUMMARY REPORT

PREPARED BY BENALPIN LIMITED

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Accredited to the Institute For Independent Business Member of the ATM Industry Association
Co. Reg. No: 4032762 VAT Reg. No: 755 1900 32



INTRODUCTION

This report has been prepared by BenAlpin Limited after conducting a survey of cash in transit companies across Europe.

The statistics are based on information provided by companies operating in 10 European states (and in some cases globally) and BenAlpin makes no representation as to their accuracy or completeness.

The purpose of the survey was to ascertain the overall size and growth prospects for the market, to assess what cash protection products and systems may be required by the industry over the next 3 to 5 years, and to assess how the industry wants the products and systems delivered.

Summary information relating to the key questions of the survey have been shown in this report.

Organisations operating in the following countries supplied full or partial information for this report:

Austria, Belgium; Croatia, Finland; Germany; the Netherlands; Poland; Spain, Switzerland, the United Kingdom.

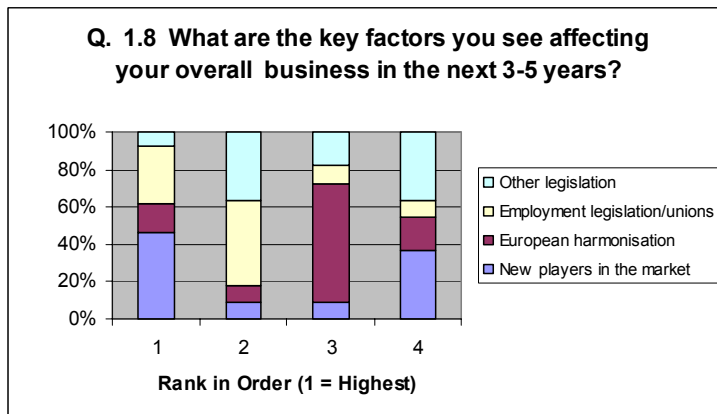
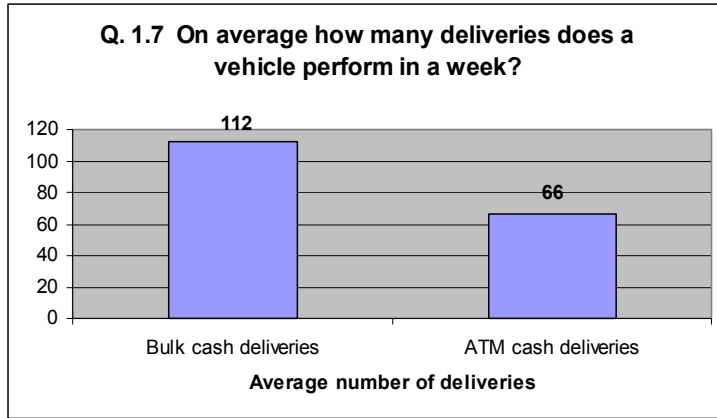
DEFINITIONS

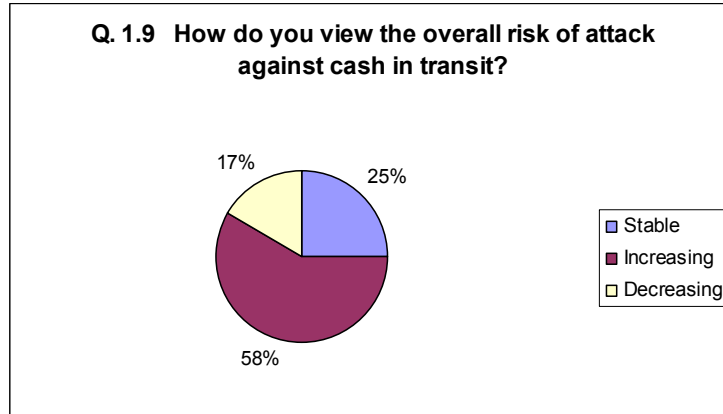
Throughout this document we will refer to:

- **Bulk cash** – this means notes (not coins) carried in vehicles, across the pavement and delivered or collected from a customer's premises (this does not include trunking)
- **ATM cash** – this is bank notes destined for ATM machines which is carried in ATM Cassettes.
- **Deliveries** – this also includes collections of bulk cash from customer's premises

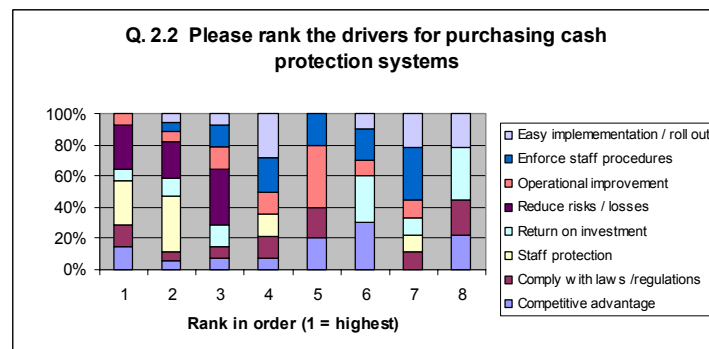
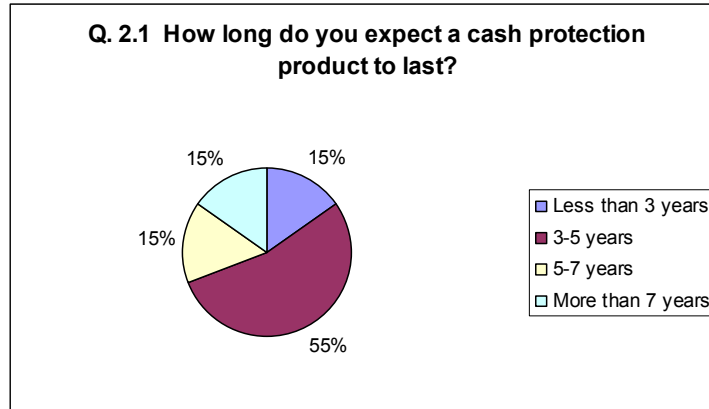
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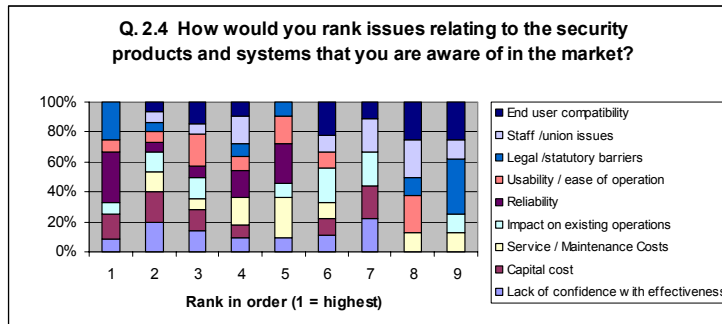
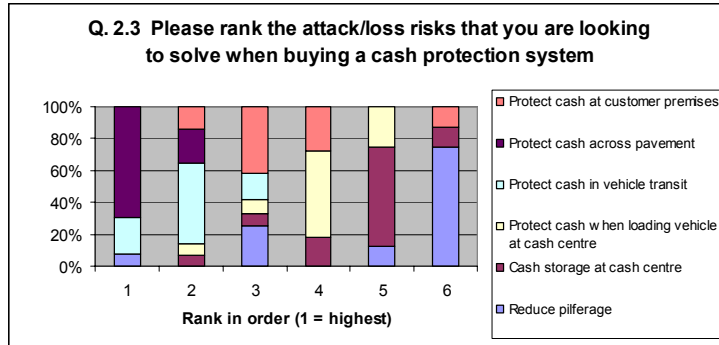
GENERAL BUSINESS AND MARKET INFORMATION



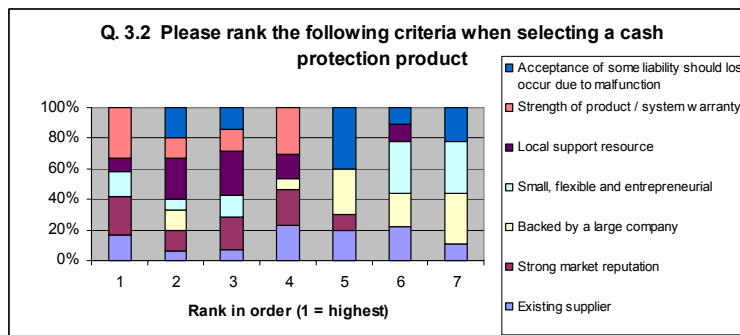
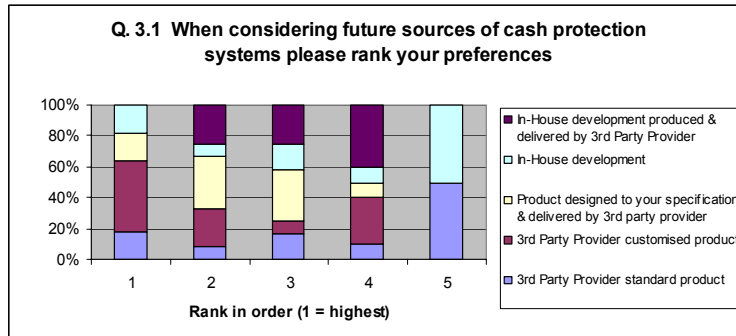


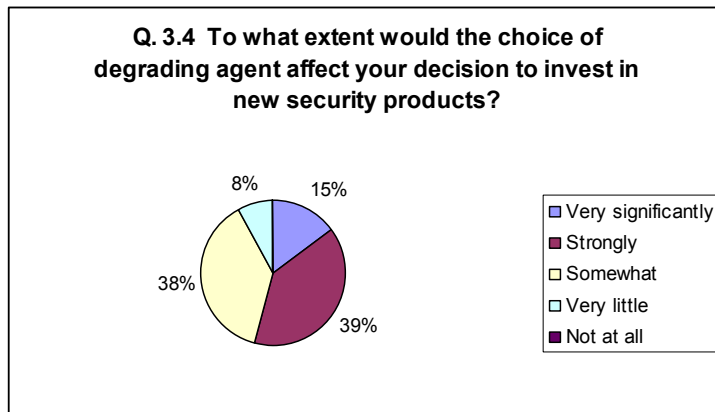
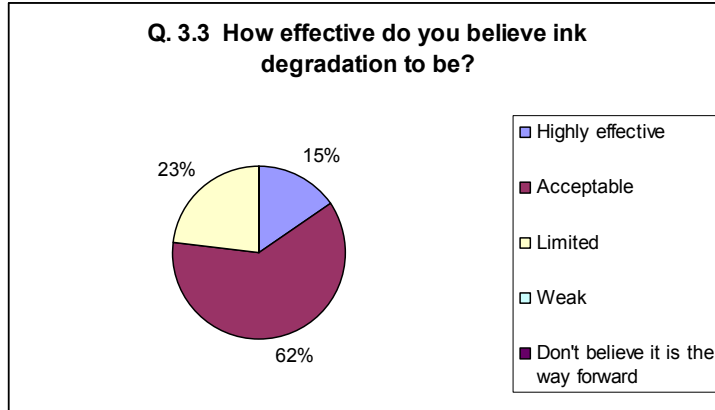
PRODUCT INFORMATION

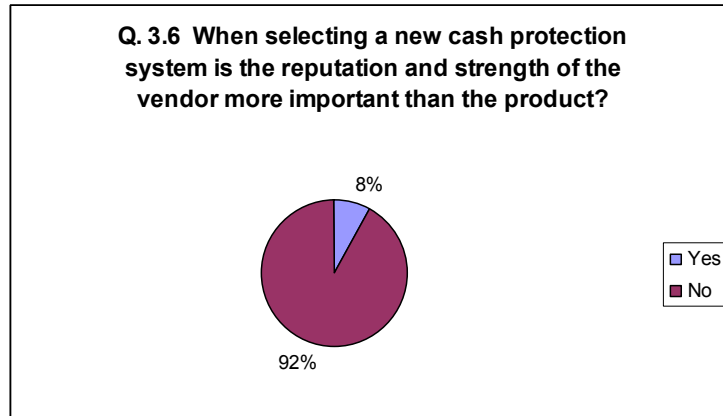
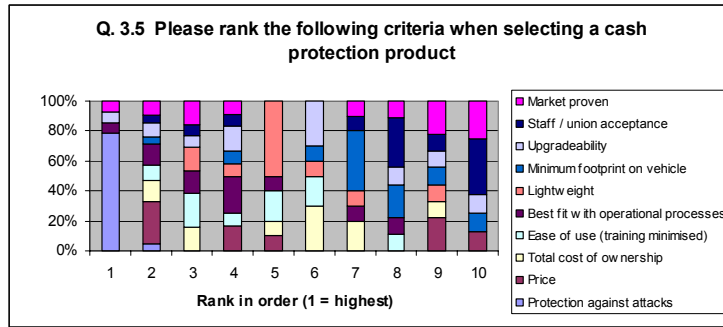




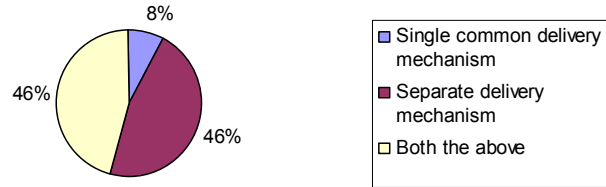
PRODUCT SOURCING INFORMATION







Q. 3.7 How do you see your service delivery offerings (Bulk cash - ATM cash - Other) integrate operationally?



Q. 3.8 When supplying services to Banks, what percentage of your business do you see being Tier 1 (Your Company as prime outsourcing contractor)?

