

*SCL Helps TUI UK Smash Sales Targets For Travel Money Cards  
UltraPoS platform ensures successful entry into prepaid currency services for TUI's Thomson  
and First Choice brands*

**Brighton, UK, 13<sup>th</sup> September 2010** - A year after their launch, TUI UK & Ireland (TUI UK) is reporting outstanding sales success for its Thomson and First Choice branded Travel Money Cards, which are sold and managed using SCL's leading UltraPoS software platform. First year sales exceeded 100,000 cards, doubling the company's original forecast and confirming the growing popularity of prepaid cards with UK travellers.

TUI UK relies on UltraPoS to automate and manage all foreign currency issuing across its 860 retail branches. SCL was able to exploit UltraPoS's unique versatility to accommodate Travel Money Card management; integrating the service swiftly across TUI's entire operations - in a short time frame and with minimal system training.

Consequently, TUI UK smashed its anticipated forecasts; selling 50,000 Travel Money Cards in just six months - boosting revenue, and driving higher travel money conversion rates within its stores. In addition, it has benefitted from more efficient currency operations and reduced transaction times, while still meeting 'Know Your Customer' compliance requirements.

Jeremy Osborne, Director of Financial Services, TUI Travel, comments: "The challenge for TUI was to extend our travel money services to offer customers a modern, multi-channel alternative to credit and debit cards. Accepted at MasterCard® outlets, including ATMs, internet and phone, our Travel Money Cards offer the benefits of a universal card platform while avoiding the unfavourable rates, unexpected transaction fees and high-risk of fraud often associated with using bank and charge cards abroad. The results have exceeded all our expectations. Thanks to UltraPoS - prepaid has proven to be the most effective means of maximising our share of customer foreign exchange spend; streamlining our currency business; and supporting our customers' changing needs."

Thomson and First Choice branded Travel Money Cards are available in Euros and US Dollars. They can be instantly issued and re-loaded at any Thomson or First Choice retail outlet.

As well as a feature rich point of sale trading system, UltraPoS provides TUI UK with a fully functional online ordering channel for currency, travellers cheques and prepaid card management; and for processing currency returns and surplus stock.

Osborne confirms: "With SCL's assistance, we have created a truly value-added service not just an "off-shelf" co-brand card. With UltraPoS, we can control and manage our Travel Money Card and currency issuance across all our branches and obtain a single operational view that allows us to drive greater efficiencies and avoid work duplication. SCL's platform also allows us to facilitate a broad portfolio of travel money services from the same system without any additional staff training or infrastructure investment, thereby delivering tremendous ROI. It also gives us the flexibility to add further services, such as loyalty and gift cards, should the business need arise."

To promote the service, TUI UK instigated high profile launches in retail outlets. This was supported with dedicated, sales-focussed, e-learning backed by regional workshops to help give staff the right tools to sell-on. A series of in-store point-of-sale promotions was also used to keep visibility high.

Ray Stanton, Managing Director of SCL, concludes: "TUI UK's Travel Money Card success lies not just in its investment in a versatile prepaid card platform but in its total commitment to delivering a comprehensive portfolio of innovative travel services through the trusted, nationally known brand names of Thomson and First Choice. We look forward to continuing our long term partnership; and helping TUI UK to further expand its financial services in line with its consumer focussed business strategy. "

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#### **About SCL**

SCL is the world's leading foreign exchange and prepaid point of sale systems provider, working with many multi-national clients, including TUI Travel Plc, HSBC, Commerzbank, American Express and Westfield Shopping Centres. Established in the early 1990s, SCL has a unique track-record in the development of automation solutions for travel money and prepaid cards in the UK, North America and across Europe. SCL's staff includes not only highly skilled technicians, but also experts in the travel money and prepaid businesses, enabling them to understand and fulfil customers' requirements.

#### **About UltraPoS**

SCL's UltraPoS is a flexible and proven prepaid and travel money automation system, designed to deliver significant cost savings and efficiency gains. Since its launch almost a decade ago, the system's flexibility has helped travel agents, foreign exchange bureau and many companies save time, increase profits and end the potential for human error associated with the manual processing of transactions. The system's inbuilt versatility and scope means it can be used in the processing of a wide variety of products ranging from foreign banknotes to prepaid cards and precious metals.

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