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ATMIA and Tremont Capital Group Publish New ATM Industry White Paper

The ATM Industry Association (ATMIA), a global non-profit trade association, and Tremont Capital Group, one of the nation's leading consulting firms specializing in the ATM industry, have announced the publication of a new industry white paper analyzing the business model of the off-branch ATM, which now dominates the U.S. ATM market.

- Tremont Capital Group's new endorsed study concludes that any further interchange rate reductions by networks or any legislation restricting deployer profitability would severely constrict convenient consumer access to cash.
- The analysis, carried out by Tremont Capital Group's CEO, Sam M. Ditzion, a widely respected industry consultant, concludes that more than 75% of all ATM transactions in the U.S. are not subject to a convenience fee or surcharge.
- Most financial institutions lose money on ATM operations and subsidize the large majority of transactions in the name of consumer service.
- U.S. deployers have spent billions of dollars building a network of 401,500 ATMs to allow consumers convenient access to cash. Independent deployers typically only make 6-7% margins after paying all expenses.

"This new white paper should become a standard industry reference for outlining the economics of the ATM in the United States," commented Mike Lee, ATMIA's CEO. "It is a detailed, professional work showing conclusively that ATM economics strikes a healthy balance between customer service and revenue, with both financial institutions and IADs placing the highest premium on convenient access to cash for U.S. consumers."

"As networks contemplate interchange reductions and lawmakers consider legislation limiting deployer profitability, it's critical that everyone carefully consider the unintended consequences for American consumers, who will see far fewer ATMs and have less convenient access to their cash," said Sam M. Ditzion, CEO of Tremont Capital Group.

Tremont Capital Group's white paper can be purchased by International Payments Forum members for \$700 and by non-members for \$1,000. To purchase a copy, contact us at info@ipaymentsforum.com. If you are not already an IPF member, you can register online at www.ipaymentsforum.com and your first year's membership is FREE.

ABOUT TREMONT CAPITAL GROUP, INC.

Tremont Capital Group is the nation's leading provider of business strategy consulting, valuation, and merger & acquisition advisory services to the ATM and related industries. To learn more about the services provided by Tremont Capital Group, please visit www.tremontcapitalgroup.com or call 617-482-8866.