

# HYOSUNG

# BE INSPIRED



# HYOSUNG, BE INSPIRED!

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Hyosung America is the North American market share leader and fastest-growing ATM manufacturer in the U.S. Hyosung offers industry-leading innovation and solutions backed by unmatched service and support.

Hyosung partners with the financial strength and deep investment in research and development of its parent company, the multi-billion-dollar conglomerate, Hyosung, Inc.

Hyosung prides itself on innovating for the future and the satisfaction of their customers. Hyosung and its partner network provide comprehensive industry coverage and sales support.

Since 1998, when Hyosung entered the U.S. market offering the first small-footprint Retail ATM, they have led the market with over 70% of the market share. Transitioning that same industry-leading innovation, Hyosung entered the Financial Institution market in 2008 and has nearly tripled its sales in the last three years. Hyosung is leading the way with innovations and unprecedented service performance.



## INSPIRED

## Leadership

- ◉ Most ATM installations in the U.S. with over 170,000 ATMs deployed
- ◉ Over 70% of Retail ATM market share
- ◉ Nearly tripled ATM sales to U.S. Financial Institutions since 2017
- ◉ Partners with 4 of the 5 top banks in the U.S.
- ◉ Dynamic and innovative solutions continually developed and delivered
- ◉ Vastly ahead of the competition in core integration with 10 key core banking applications certified
- ◉ Industry-leading service performance
- ◉ Leaders in core integration

# WHY HYOSUNG?

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## INSPIRED *Innovation*

### Innovation in Retail and FI Markets

- ◉ From idea conception through design, manufacturing and service/support, Hyosung owns all of its intellectual property allowing Hyosung to be nimble and bring new innovation to the market faster.
- ◉ Offers the broadest range, strongest security, and most integrated software solutions in the industry while enabling self-service and core integration for financial institutions
- ◉ Features small footprint ATMs with value-added applications for retail, allowing users to cash and deposit a check outside a bank, add cash to Amazon Pay and buy or cash-out cryptocurrency, among many other services

## INSPIRED *Solutions*

### Branch Transformation and Core Integration

- ◉ Hyosung brings additional transactions to the ATM for customers to access more of their bank accounts for self-service allowing the bank to refocus tellers to personal activity and relationship building.
- ◉ Bypassing the ATM network directly to the bank's core banking application allows for an extended set of transactions, alternate authentication methods beyond card & pin, customized bank rules, & no network fees
- ◉ Way ahead of the competition with 10 key core banking applications certified and more on the way

## INSPIRED *Technology*

### Cash Recycling and TCRs

- ◉ Leader in cash recycling with the first complete line of recycling ATMs and the only vendor performing "true recycling"
- ◉ Production-proven recycling technology deployed in over 9,000 ATMs in the U.S. while the competition is still in pilot
- ◉ Provides investment protection and easy transition from traditional ATM dispenser to a recycling module
- ◉ The only ATM manufacturer that also produces TCRs (Teller Cash Recycler), creating a unique branch cash handling capability with a common secure transit cash cassette
- ◉ Significantly improves the banks' efficiency and cash costs

## INSPIRED *Service*

### Industry-Leading Service & Support

- ◉ Hyosung and its partner network provide over 10,000 Hyosung-badged and certified technicians.
- ◉ 91% of first service calls are resolved with Hyosung compared to the industry average of 75%
- ◉ 99% up-time availability for your ATM to be available when your customers need it
- ◉ Unique modular engineering design allows for quicker repair times while reducing the required number of parts



# PARTNERING WITH RETAIL & FINANCIAL INSTITUTIONS ACROSS NORTH AMERICA

## OFFICES ACROSS NORTH AMERICA



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