



Nautilus Hyosung Takes On a New Brand Look

You will begin to see a new brand look next year when Nautilus Hyosung America phases in a new logo. The logo is consistent with the Nautilus Hyosung corporate brand and closely aligns the ATM business unit with the larger parent company, Hyosung, which is a \$7 billion conglomerate. While the look is new, the same quality ATM products and services our brand stands for, will continue. For any questions about the new logo or requests for logo files please contact Randal Lawrence, marketing manager, at Randal.lawrence@us.hyosung.com.

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Upcoming Events

Come See Us

February 2-3
NH VAR FI Conference
Dallas, TX

February 17-19
ATMIA 2010
Miami, FL

February 21-25
CUNA GAC
Washington, D.C.

March 16-18
ICBA Techworld
Orlando, FL



Nautilus Hyosung Presents Innovative, "Industry-first" ATM features at BAI Retail Delivery

Nautilus Hyosung presented innovative ATM features to conference attendees at this year's BAI Retail Delivery conference. Such features included an industry-first "automatic tilting screen" for consumer convenience on the 7600D drive-up ATM. The 7600D with tilting screen has been recently deployed with a major financial institution in the New York metropolitan area and customers have been very receptive. Other ATM models exhibited included the 7600 full-function lobby model which features envelope-free BNA and BCA deposit functionality. With over 4,000 financial ATMs installed in the U.S., financial institutions are showing increased interest in Nautilus Hyosung as a viable alternative for quality ATM solutions.

Nautilus Hyosung was the only major ATM manufacturer to exhibit at the 2009 BAI show which reinforces the commitment to the U.S. financial market. Displaying a conference theme, Experience the Power of Choice, Nautilus Hyosung sought to convey that banks now have a solid alternative choice in financial ATM solutions. "We are pleased to once again have Nautilus Hyosung at BAI Retail Delivery this year. For over 25 years, they have been providing innovative banking solutions to help the financial services industry achieve greater effectiveness in their businesses and better bottom line," said BAI's President and CEO Debbie Bianucci, "Their presence only reinforces our commitment to bringing the best solutions providers from across the globe face to face with retail financial services leaders."

Product Spotlight

New Financial ATM model and an industry-first Tilting Screen debuted at BAI 2009

Nautilus Hyosung introduced a new financial ATM model, the 5600T, at this year's BAI Retail Delivery conference. The 5600T is a through the wall high-end financial ATM and is a variant of the successful 5600 lobby model. The 5600T fulfills a need many financial institutions have of providing a high capacity walk-up cash dispenser for high-traffic branch locations. The 5600T has a capacity of up to 12,000 notes with 4 cassettes.

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Team Member Spotlight



Sparky Park, Sr. Software Manager

This issue's Team Member spotlight is on Sparky Park. Sparky is the Sr. Software Manager for Financial ATMs providing 2nd level technical support and software management and management of all FI software certification projects with network processors.

Sparky joined Nautilus Hyosung in 1996 and began as a software programmer working in the lab. Sparky's Korean name is actually "Jaehan", but chose to go by "Sparky" because he felt it was unique and would be easier to remember. Sparky enjoys his time at home with his wife and three sons, playing the occasional game of golf and serving at New Song Korean Baptist Church.

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New Financial ATM *continued*

Another ATM product feature debut at the BAI conference was the industry-first automatic tilting screen, which is available on the 7600D (drive-up) financial ATM. The automatic tilting screen allows banks to offer added customer convenience with their ATM service. With the wide range of car heights, if a customer's vehicle is too short or tall they are unable to view or reach the ATM screen and the tilting screen allows them to position the screen to match their vehicle height. With a push of a button a customer can lower the screen without ever having to unfasten their seat belt or open their door to reach the ATM. This industry-first technology will allow banks to further reinforce their commitment to providing customers with added convenience at a time when providing any incremental service benefits is key to keeping bank customers happy and satisfied with their banking experience.



Industry-first automatic tilting screen

Linq 3 Partnership will Bring Quick Pick Lotto to Nautilus Hyosung ATMs



Nautilus Hyosung is happy to announce it has struck an agreement with software company Linq 3 to enable customers to purchase quick pick lottery tickets on Nautilus Hyosung ATM models. The deal gives Nautilus Hyosung exclusivity to the software for use on all its CE models which will include the NH1800CE and NH5000CE. The lotto software will be made available on any new CE models ordered by customers, as well as allow for CE models already installed to be field upgraded with the software. More details of the product will be announced in advance of the 2010 ATMIA conference in February.

Featured Success – CSU Delivers Value and Upgraded ATMs for Riverland Credit Union



When asked why Riverland Credit Union recently decided to switch to Nautilus Hyosung for their ATMs the answer was simply stated as “we went with Nautilus Hyosung because of the advanced ATM functionality combined with comparatively low price.” In addition Lori Bourg, CFO of Riverland Credit Union in New Orleans, LA said “CSU doesn’t know it yet but we’re about to put in another order for a 7600T.” Riverland Credit Union has been replacing several older Diebold ATMs with Nautilus Hyosung ATMs through CSU of Kenner, LA. Trey Pratts, President of CSU, couldn’t be happier that Lori is pleased. “CSU prides itself on offering our financial customers excellent customer service and is excited to be able to provide quality ATMs such as Nautilus Hyosung because it further enhances the excellent products and services we’re able to offer” said Trey Pratts. Lori admits, at first they were hesitant to take a chance on a relatively unknown brand but in retrospect is happy with

the decision based on the value they have received and now has nearly 100% Nautilus Hyosung ATMs in the credit union’s fleet.

CSU has helped Riverland Credit Union upgrade several of their aging ATMs with a variety of Nautilus Hyosung ATMs including and the 5100T, 5100, 1800 and the high-end 7600T which will allow them to upgrade the ATM with deposit automation modules in the near-future. CSU has been servicing financial institutions for nearly 18 years and is a full service financial supply and equipment company.

Send Us Your Story!

Send us your suggestion for a Featured Success, and we’ll consider it for a future issue. Include your name, company and contact information. All submissions will be entered to win a quarterly prize; winners will be announced each issue. Email your story to: marketing@us.hyosung.com.

Congratulations to Jim Burke with ATS, our quarterly prize winner

We’d like to thank Jim Burke, general manager of ATS, for contributing last issue’s featured success story. Send us your success story to be considered for future prizes. Submit ideas to marketing@us.hyosung.com.

Noteworthy...



Network Certification Update

CO-OP Certifies Nautilus Hyosung

Nautilus Hyosung financial ATMs are now fully certified on the CO-OP Financial Services network. CO-OP is the nation’s largest credit union owned EFT network and processor. “Credit Unions are a key focus for our growth as a leading financial ATM provider in the U.S. said Mark Miller, Channel Manager with Nautilus Hyosung America, and certification with CO-OP Network is a critical step forward in our efforts to establish Nautilus Hyosung as a premier provider of ATM technology to the global marketplace. CO-OP Network is the largest credit union-only ATM network in the United States and provides surcharge free transactions for over 28,000 ATMs in the United States and membership access to over 800,000 ATMs worldwide.

For a full list of networks Nautilus Hyosung is certified with, please go to www.nhatm.com/networks.