

## **Lloyds Banking Group's response to the CMA's provisional findings and notice of possible remedies**

**Subject:** RE: Diebold Wincor merge inquiry: publication of the summary of provisional findings, press notice, notice of possible remedies and notice of provisional findings  
**From:** "[REDACTED] (Supplier Management)" <[REDACTED]@Lloydsbanking.com>  
**Date:** Wed, 11 Jan 2017 07:45:27 +0000  
**To:** Diebold Wincor <Diebold.Wincor@cma.gsi.gov.uk>, [REDACTED] <[REDACTED]@cma.gsi.gov.uk>, [REDACTED] <[REDACTED]@cma.gsi.gov.uk>

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As requested please find below feedback from LBG.

### **Overall comments**

LBG do not believe that rejection of the merger, or the imposed sale of one of the UK operations, would have significant impact on competition within the UK market place.

Both UK organisations are currently only re-sellers of the parent company's products, which is something that other providers (such as IBM) in the UK already offer in direct competition to Wincor and Diebold.

LBG would also like to raise an increasing concern that the CMA investigation is having an ongoing negative effect on competition within the UK Market Place as the uncertainty created by the investigation makes it more difficult to place business with either Diebold and/or Wincor Nixdorf in the short term. [REDACTED].

### **Structural Remedy**

LBG would have Strong concerns with the forced sale of the UK Wincor Operations because of the close linkage between the Hardware, Services and Software, all of which are utilised within LBG. If this is the chosen outcome LBG requests to be closely involved in the process deciding elements to be included and timescales for the sale.

LBG would have no objections to the sale of the operations of Diebold's customer-operated ATM business in the UK.

If any sale were to take place LBG would recommend that the sale should include the transfer of all skilled staff and the rights to manufacture and sell all current products of the purchased brand for a minimum of 10 years.

### **Behavioural Remedy**

LBG would support a behavioural remedy as we can see potential beneficial outcome enabling greater competition and allowing an existing third party or new entrant to provide strengthened competition across the range of Hardware and Services provided within the UK.

[REDACTED]  
Supplier Manager  
cid:745014410@12012015-36B5  
Retail Service Delivery  
M: [REDACTED]

From: [REDACTED] [mailto:[REDACTED]@cma.gsi.gov.uk] On Behalf Of Diebold Wincor Sent: 20  
December 2016 11:43

To: [REDACTED]

Cc: [REDACTED]

Subject: Diebold Wincor merge inquiry: publication of the summary of provisional findings, press notice, notice of possible remedies and notice of provisional findings

-- This email has reached the Bank via an external source --

Classification:Official

Dear third party representative to the Diebold/Wincor merger inquiry,

The CMA today published the following documents in relation to its Diebold and Wincor merger inquiry;

Press notice - <https://www.gov.uk/government/news/cma-finds-competition-concerns-with-cashpoint-merge>

Summary of the provisional findings -

<https://assets.publishing.service.gov.uk/media/58590b2eed915d0b120000de/diebold-wincor-summary.pdf>

Notice of possible remedies

<https://assets.publishing.service.gov.uk/media/58590b5bed915d0aeb0000da/diebold-wincor-notice-of-possible-remedies.pdf>

Notice of provisional findings -

<https://assets.publishing.service.gov.uk/media/58590b46e5274a13030000f0/diebold-wincor-notice-of-pfs.pdf>

The full report will be published either later today or tomorrow. Should parties wish to comment on either the Provisional Findings or the Notice of Possible Remedies they can do so before 5pm on the 10 January 2016.

Kind Regards

[REDACTED] | Project Manager | CCMG

Competition and Markets Authority | Victoria House | Southampton Row | London | WC1B 4AD | [REDACTED]

This message was classified by [REDACTED] ([REDACTED]@cma.gsi.gov.uk) at Tue, 20 Dec 2016 11:43:05