

Auckland – 30 April 2018

## **Part payments take off in hair and beauty industry** *Oxipay partners with Kitomba*

- *Trans-Tasman partnership with innovative software provider*
- *Thousands of salons, spas and clinics across Australasia can now offer Oxipay*
- *Part payments products part of the mix in Kiwis 'digital wallets'*

Oxipay has partnered with Kitomba, a salon, spa and clinic management software provider, a move which will enable thousands of beauty treatment providers across New Zealand and Australia to offer instalment payments to clients at point of sale.

The trans-Tasman partnership represents significant growth for Oxipay in the highly competitive part payment environment across retail and services.

Kitomba is a complete salon and spa management system designed specifically for the hair and beauty industry including Point-of-Sale, Online Booking, industry leading Reporting, Marketing functionality and a customisable Loyalty programme. The software is used by market leading brands including East Day Spa, Vivo Hair and Beauty, Stephen Marr Salons and Rodney Wayne.

Kitomba Chief Executive Officer, Al Quinn says the partnership with Oxipay reflects the software providers' commitment to innovation and continuous improvement, ensuring the salons, spas and clinics they work with have the best tools to grow their business.

"The success of the businesses we work with is also our success – so we're always looking for smart solutions and opportunities to help our customers grow and deliver business excellence. Partnering with Oxipay puts the salons, spas and clinics we work with ahead of the pack with excellent part payment rates, and competitive advantage is everything in this industry," says Quinn.

FlexiGroup New Zealand Chief Executive Officer, Chris Lamers says the payments landscape has evolved dramatically even in the past 12 months and instalment payments are a big part of the change shifting the ways in which consumers choose to pay and the payment choices merchants provide at point of sale.

“We’re seeing Oxipay customer numbers double every six weeks and this would strongly suggest this way of paying for goods and services isn’t just a ‘trend’ favoured by millennials.

“Part payments products are now part of the mix in the digital wallets of many savvy Kiwis. The uptake has been rapid. In less than 12 months part payment solutions have become commonplace, with merchant adoption often driven by consumer demand. We’re now seeing this momentum take force in the hair and beauty treatment industry.

“We’re at a tipping point – when customers are asked how they’d like to pay, more and more of them now expect to have the choice of saying: ‘Oxipay please’.”

## **ENDS**

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## **ABOUT FLEXIGROUP NEW ZEALAND**

Built on 40 years of trusted experience, FlexiGroup New Zealand is an innovative financial services company doing things differently to deliver smart, customer-centric financial solutions.

With a diversified product offering including interest-free credit, credit cards, long-term finance, leasing, and vendor finance programs – FlexiGroup holds a 13,000 strong network of merchants, vendors and retail partners throughout New Zealand.

FlexiGroup New Zealand is a wholly-owned subsidiary of ASX-listed FlexiGroup, Australasia’s leading provider of financial solutions for lifestyle, home and business.

## **ABOUT KITOMBA SALON & SPA SOFTWARE**

Kitomba is a complete salon and spa management system. Kitomba has been helping salons, spas and clinics achieve success since 2002.

Big or small, if you’re a salon, spa or clinic looking to increase your business performance, Kitomba has everything you need to achieve results and manage your business day-to-day.

Kitomba operates across New Zealand, Australia and the UK and head office located in Wellington.