



NamSys Annual Meeting

April 29th, 2022
11:00am Eastern time

Safe Harbor Statement

This presentation contains forward-looking information. All statements, other than statements of historic fact, that address activities, events or developments that the Company believes, expects or anticipates will or may occur in the future (including, without limitation, statements regarding estimates and/or assumptions in respect of revenue, cash flow, costs, economic return) constitute forward-looking information. This forward-looking information reflects the current expectations or beliefs of the Company based on information currently available to the Company. Forward-looking information is subject to a number of risks and uncertainties that may cause the actual results of the Company to differ materially from those discussed in the forward-looking information, and even if such actual results are realized or substantially realized, there can be no assurance that they will have the expected consequences to, or effects on the Company. Any forward-looking statement speaks only as of the date on which it is made and, except as may be required by applicable securities laws, the Company disclaims any intent or obligation to update any forward-looking information, whether as a result of new information, future events or results or otherwise. Although the Company believes that the assumptions inherent in the forward-looking information are reasonable, forward-looking information is not a guarantee of future performance and accordingly undue reliance should not be put on such information due to the inherent uncertainty therein.





“NamSys delivers technology to make cash processing more efficient, helping cash remain competitive with electronic payments.”



Products

Retail



Cirreon Smart Safe

Monitors smart safe and recycler device in-store

Transportation



Cirreon Cash-in-Transit (CIT)

Tracks and optimizes the physical pickup and delivery of cash

Processing



Currency Controller

Processes and fulfills cash for stores, branches and ATMs



Security and certification



- Zero security incidents
- 99.98% uptime in 2021

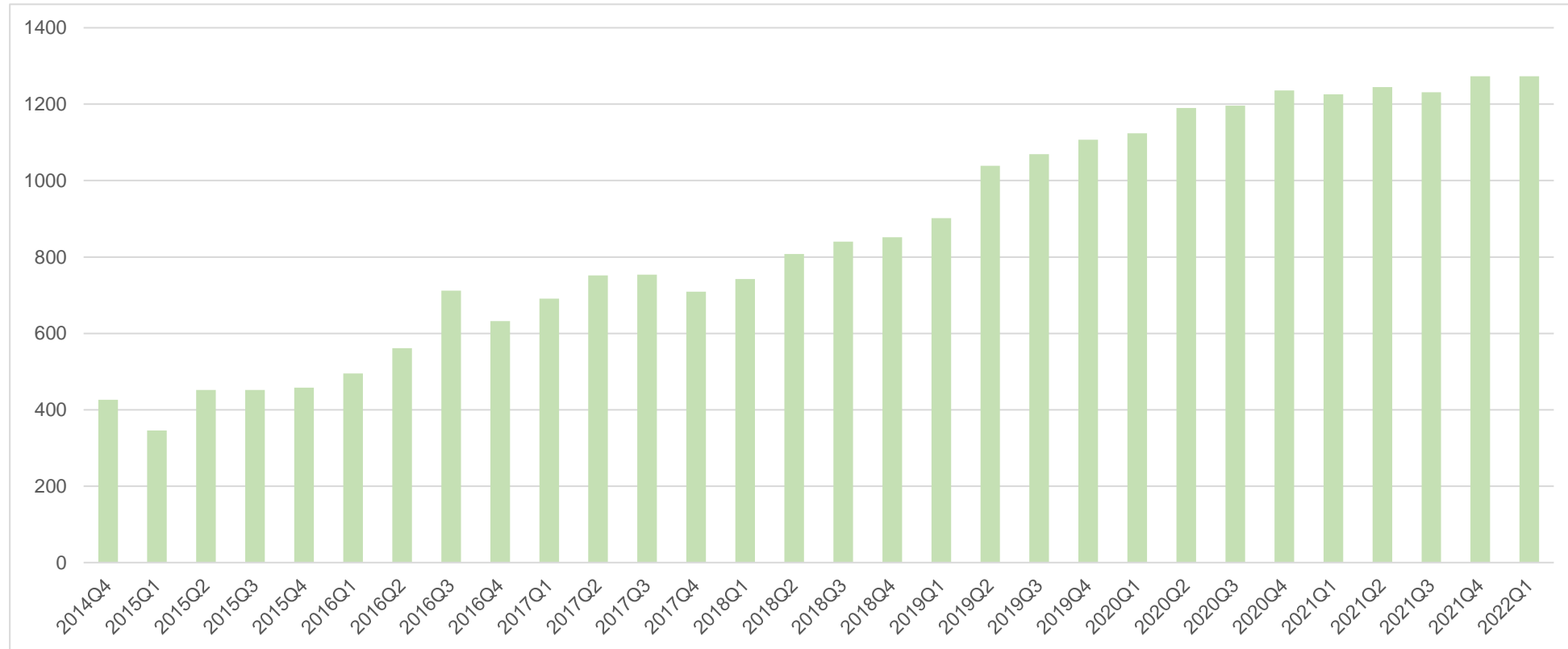


Operations

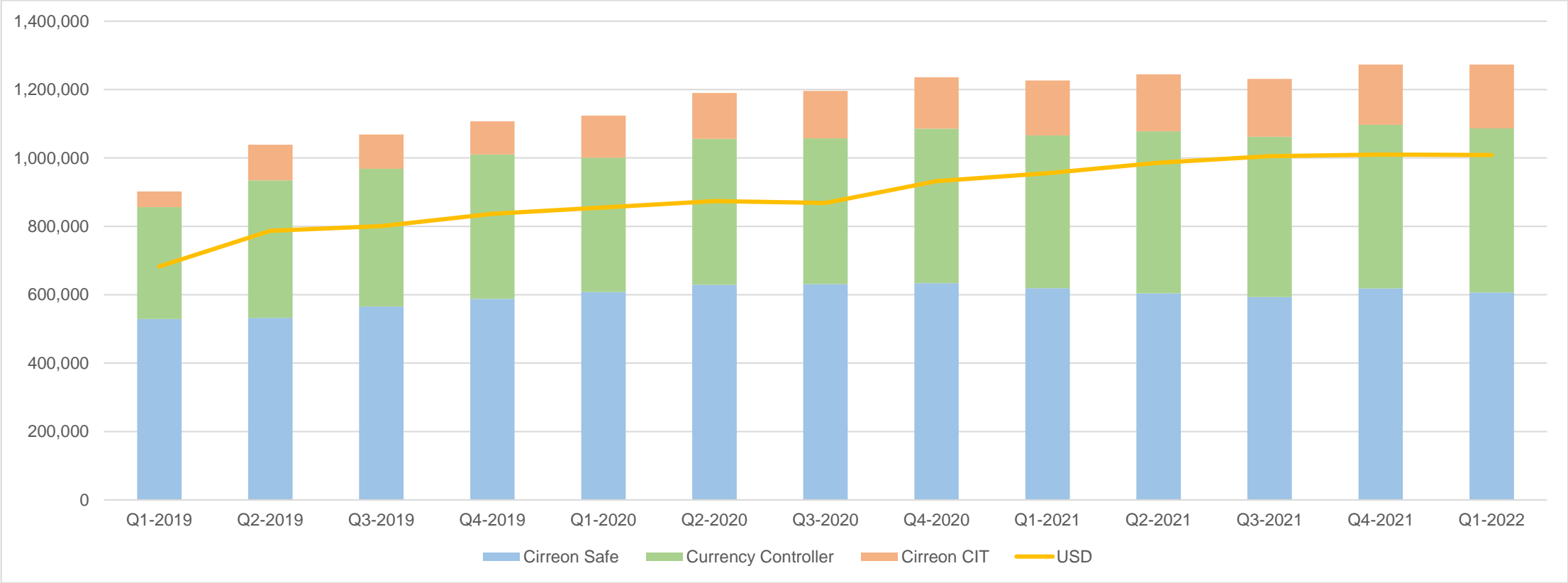
- Continuing to operate fully remote
(terminated head office lease in Dec 2021)
 - Revenue up 5%
(\$4.98MM versus \$4.75MM), 99% recurring
 - Income up 15%
(Before tax \$1.725MM versus \$1.498MM)
(excluding cost of termination of long-term bonus plan))
 - Gross margin of 58%
- \$4.3MM in cash and short term investments and no debt
(as on Jan 31, 2022)



Historical revenue



Revenue



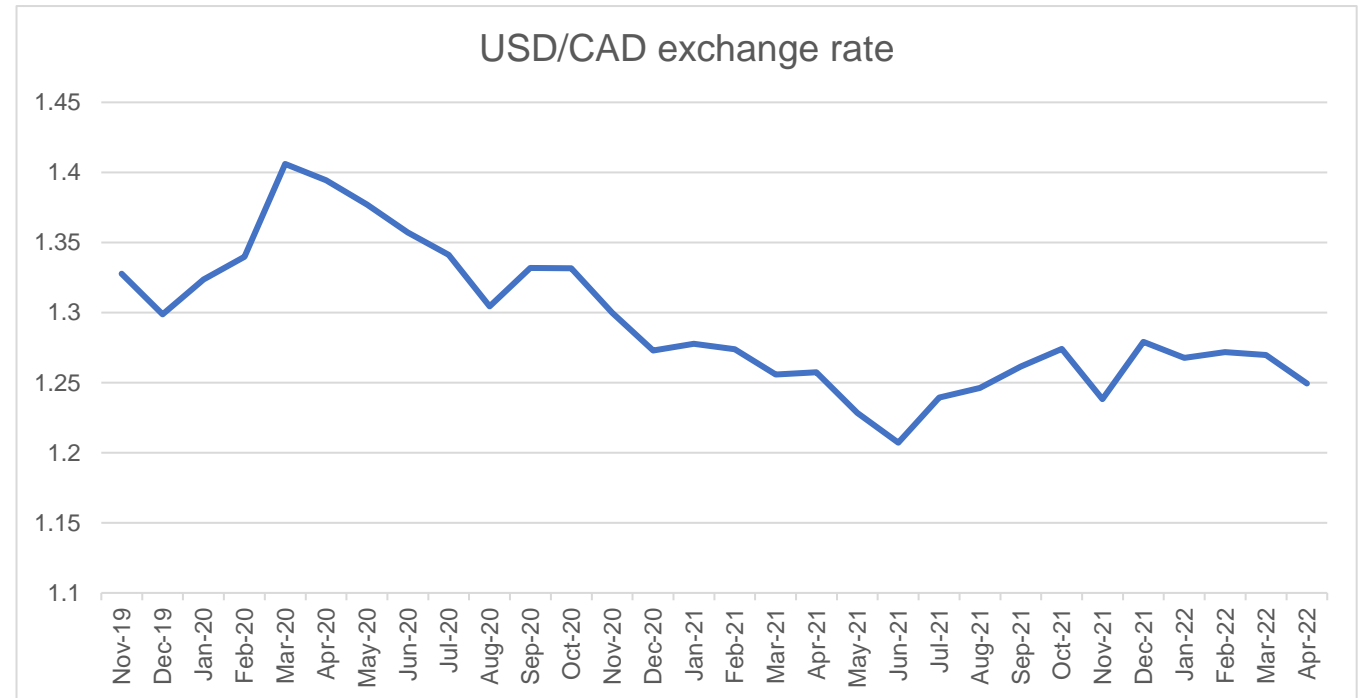
Cannabis

- Recreational cannabis is legal in 18 states
 - Medical use is legal in 37 states
- Legal cannabis grew 30% to US\$29 billion dollars in 2021
 - Almost all legal cannabis sales are done in cash
- Congress has been slow to enact reforms to allow cannabis-related businesses to be banked as legitimate businesses



Exchange rate impact

- > 95% of revenue is collected in US Dollars
- USD/CAD declined from 1.30 to 1.25 (TTM), some recovery since June 2021



Impact of rising interest rates

Retail



Cirreon Smart Safe

- Accelerates credit of cash deposited to service lines of credit.
- Optimizes the amount of cash in the store

Transportation



Cirreon Cash-in-Transit (CIT)

- Helps deliver funds to the bank or central bank same-day

Processing



Currency Controller

- Optimizes the amount of cash in the vault network





Questions and answers

1. Is there a certain cash balance (or % of market cap) that Namsys would start considering issuing a dividend?
2. Is the business outlook for Namsys' products improving as the pandemic restrictions ease?
3. Can you comment on the hiring of Milo? What were the driving factors for hiring a CISO (e.g. customer driven, or internally driven)?
4. In the last conference call you mentioned business leads with regional banks in the US? Are you seeing increasing interest from regional banks for streamlining their cash processing?
5. How has Namsys' sales and marketing strategy evolved as you've taken on the CEO position and stepped away from directly managing operations?





Thank you for attending

