



NamSys Annual Meeting

May 12th, 2023
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 2022
(Unchanged from 2021)

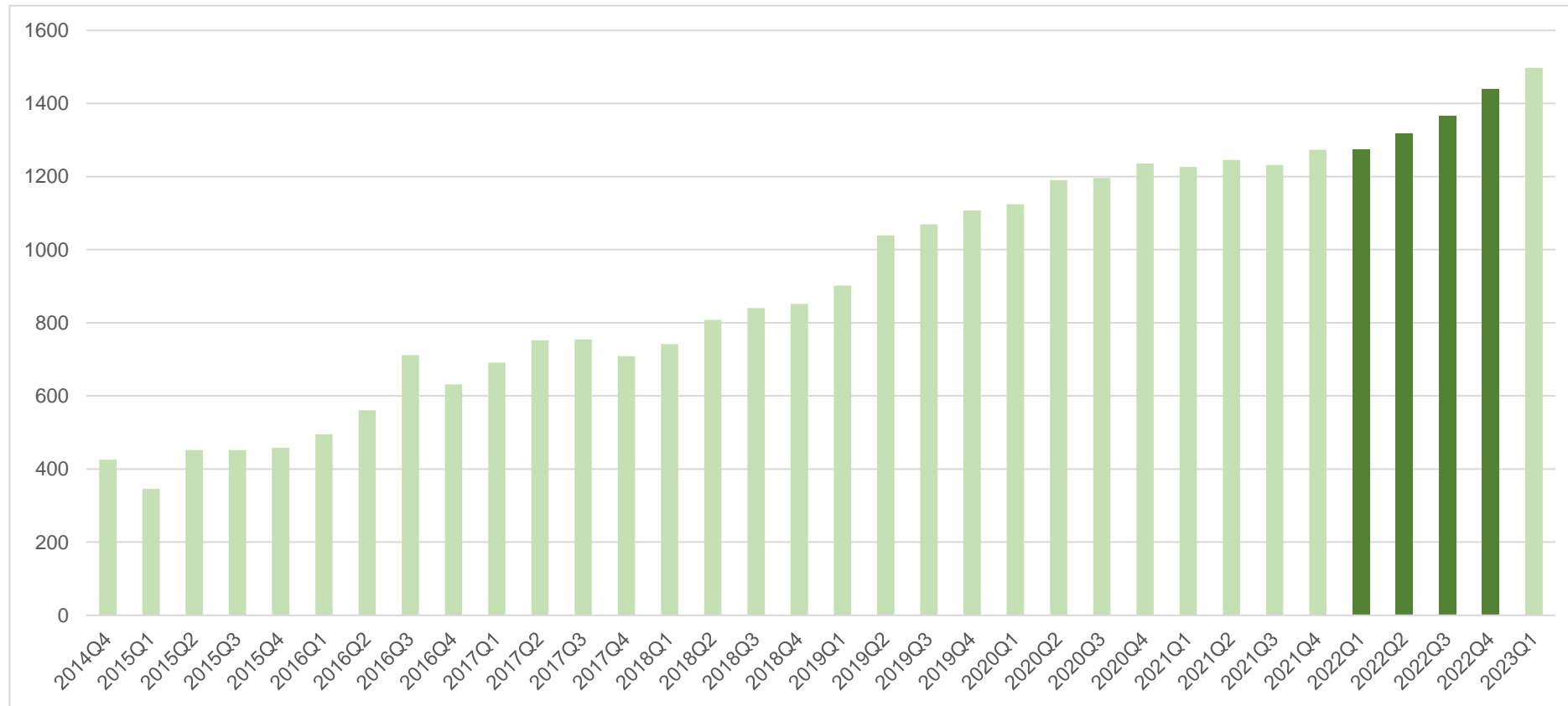


Operations

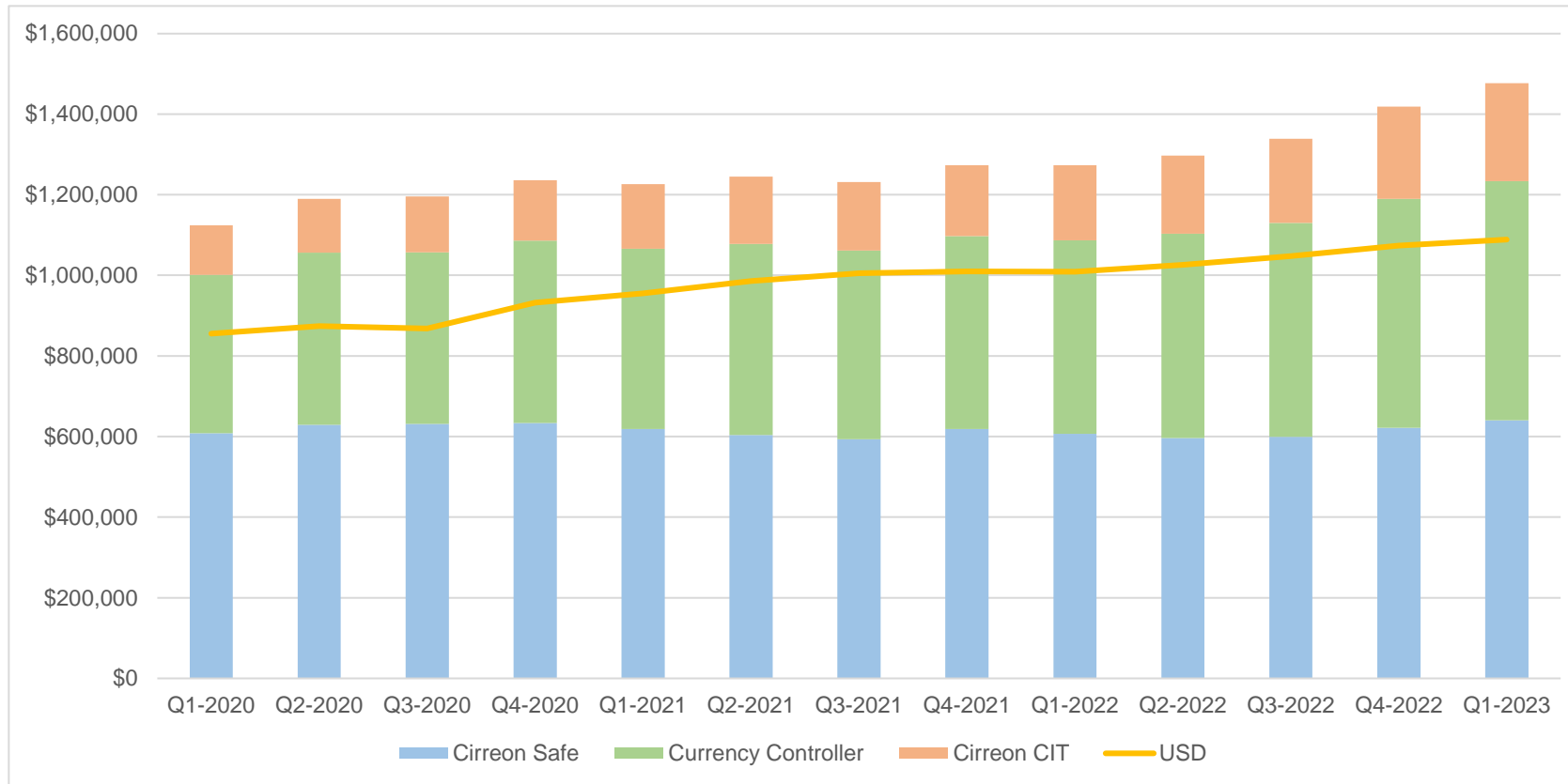
- Continue to operate fully remote
(17 employees)
- Revenue up 8.4% (99% recurring)
(\$5.39MM versus \$4.98MM)
 - Income before tax up 10%
(Before tax \$1.898MM versus \$1.725M)
 - Gross margin of 58.3%
- **\$6.1MM in cash** and short term investments and **no debt**
(as on Jan 31, 2023, up from \$4.3MM last year)



Historical revenue

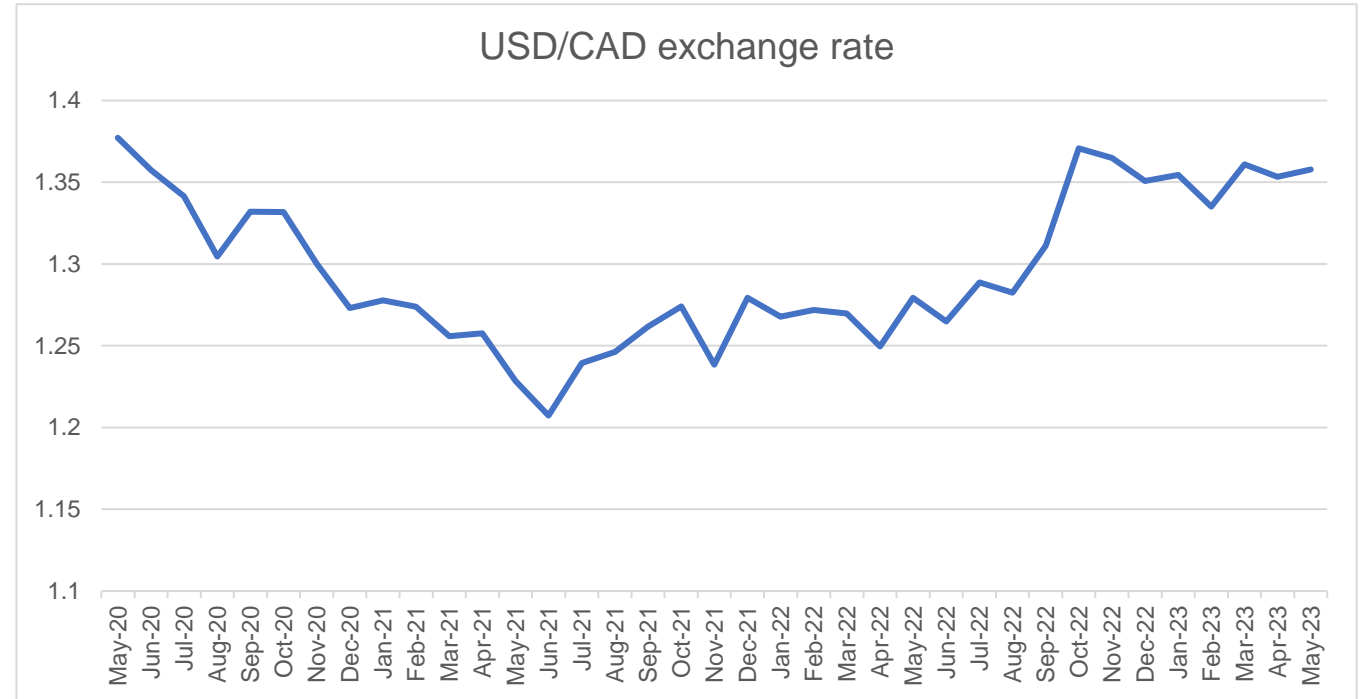


Revenue mix



USD/CAD exchange rate

- > 95% of revenue is collected in US Dollars
- USD/CAD has returned to 2020 levels



Regional banking crisis

Minimal exposure

- Regional banks and credit unions have outsourced their cash processing to CIT companies
- Represents 9% of revenue

Processing



**Currency
Controller**

Processes and fulfills cash for
stores, branches and ATMs



International strategy

- Opened data centers in Amazon Web Service regions in Europe (Stockholm) and Africa (Cape Town) to support pilot projects
- Sponsoring and attending the European Security Transport Association (ESTA) conference (<https://www.esta-cash.eu/>)
- Established providers in this space are Giesecke & Devrient (<https://www.gi-de.com/>) and Cash Processing Systems
- CPS declared bankruptcy in Jan 2023 and has been restructured as Enterprise Cash Management (<https://www.enterprisecashmanagement.com/>)



Giesecke+Devrient



Insolvent Jan 2023





Questions and answers

1. Has the reopening of the economy post pandemic had an impact on new business and revenue growth?
2. How does Namsys market its product and services? In the past, you've mentioned that trade shows/conferences have been a key way that the Company has established new business/clients, is this still the case?
3. Can you comment on Gabriel Bouchard Phillips joining the Board of Directors? Are there any key objectives with Gabriel joining the Board of Directors e.g. M&A, investor relations, etc.?





Thank you for attending

