



# NamSys Annual Meeting

April 23rd, 2025  
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

## Payments



### Cirreon Retail

Automates store cash balancing and monitors/manages cash management devices

## 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

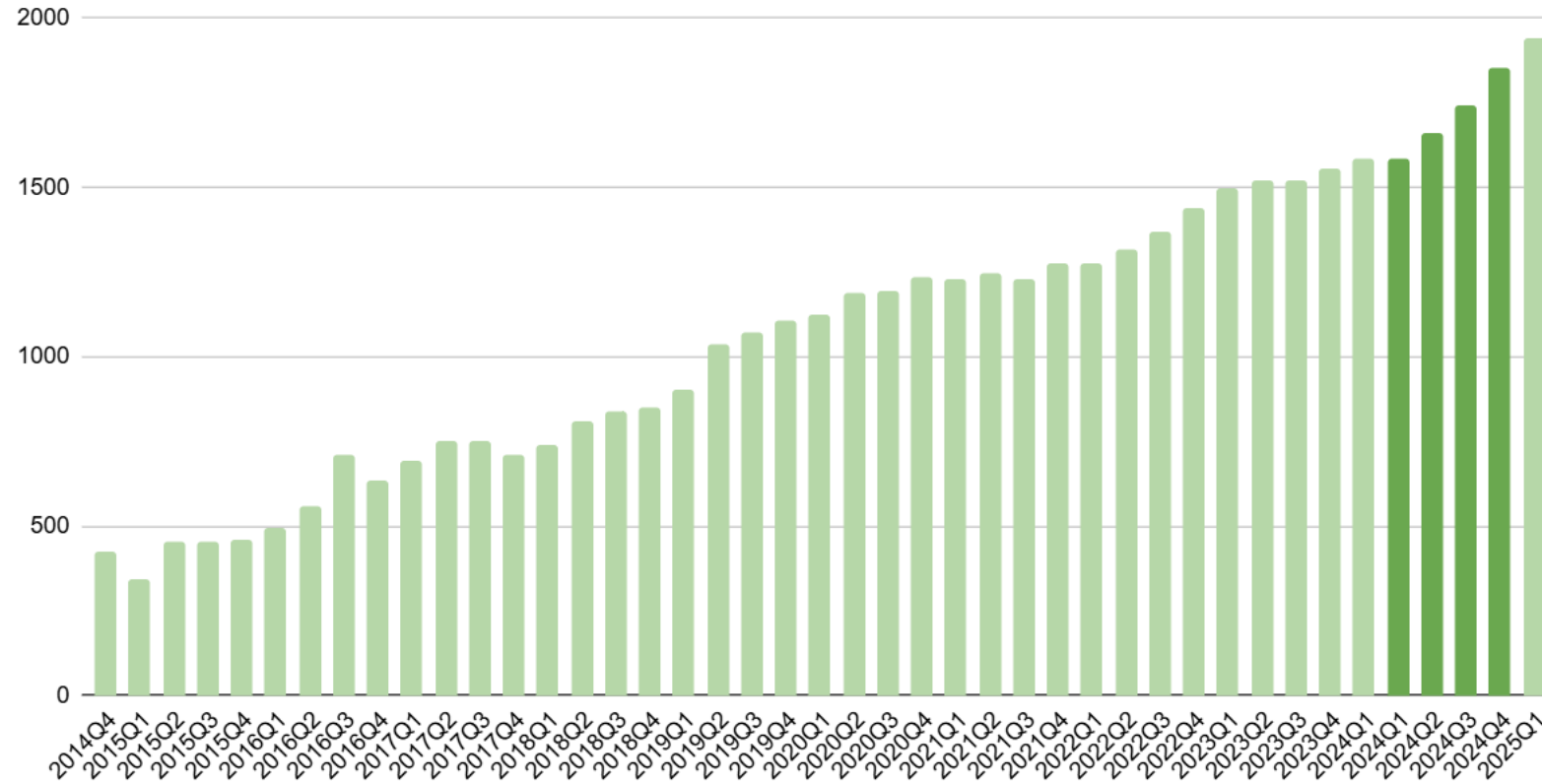


# Operations

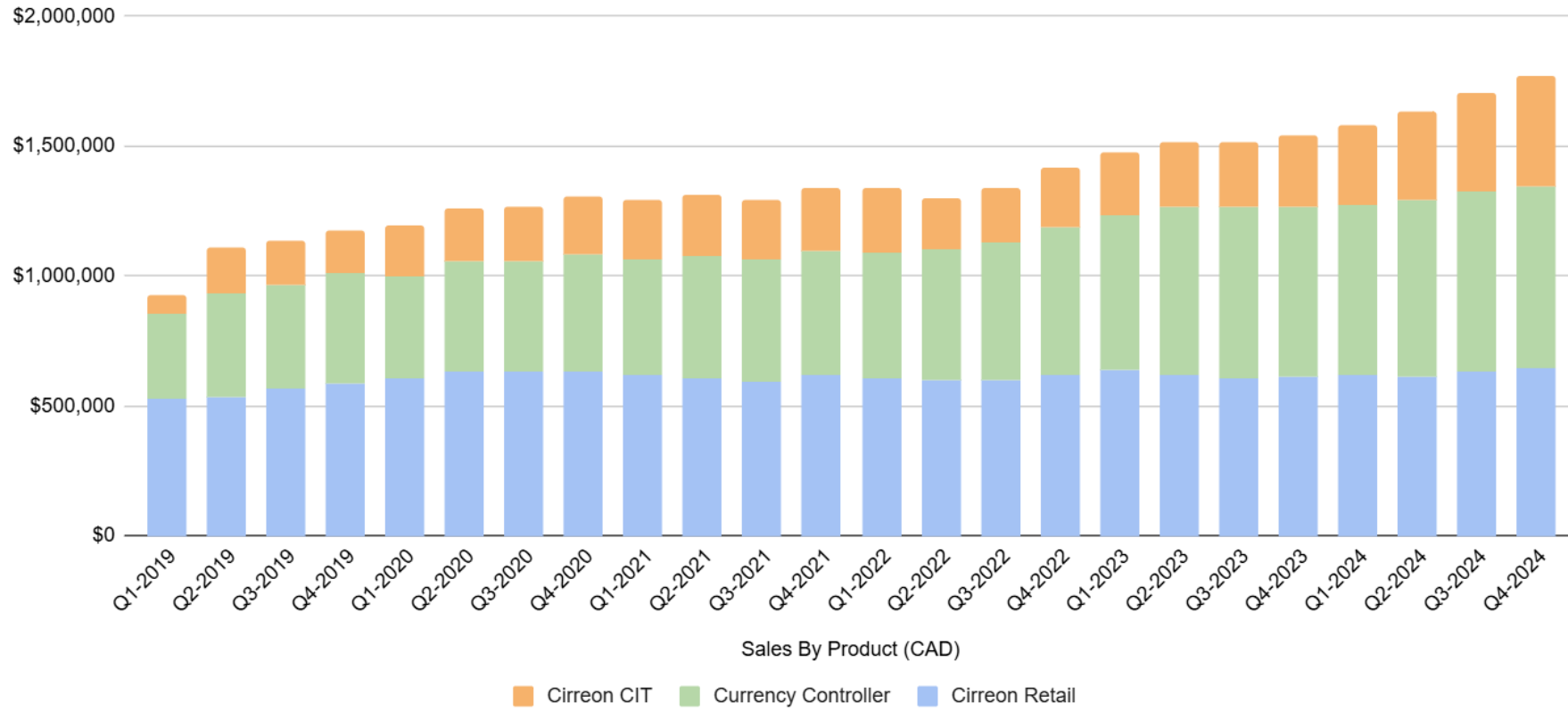
- 17 employees  
(fully remote)
- Revenue up 12% (99% recurring)  
(\$6.84MM versus \$6.1MM)
  - Net income up 29%  
(\$2.1MM versus \$1.6MM)
- Margins of 63% gross and 31% net
- \$8.0MM in cash and short term investments and no debt  
(as on Jan 31, 2023, up from \$7.2MM last year)



# Historical revenue



# Revenue mix



# U.S. trade policy

- 77% of sales are to the U.S.
- 96% of revenue is collected in U.S. Dollars
- Increased USD/CAD volatility
- No known impact of tariffs







## Questions and answers

### **Christian F.**

- Could you give color to the competitive landscape like in 2018? Since NamSys competes against firms with significantly greater resources, how can investors feel confident in Cirreon's offerings?

### **Peter S.**

- Could you provide more insight into the key drivers of growth and share any standard SaaS metrics such as net dollar retention rate, churn, and book-to-bill ratio
- Given NamSys' strong cash flow generation and compounding cash/investments balance, what are the board's capital allocation priorities going forward?





## Questions and answers

### **Ju D.**

- Do you envision additional hires overseas in the next 24 months?
- Did the business learn anything meaningful with the Business Dev. Manager on board? Is he involved in the sales process with US clients as well?

### **Peter S.**

- How has AI impacted your operations, product offerings, or customer demand so far? Looking ahead, what do you anticipate will be the most significant ways AI could impact the business?





Thank you for attending

<https://www.frbervices.org/resources/financial-services/cash/research.html>

Odd Lots Podcast : How a Fed Bank Distributes Its Billions of Dollars in Cash  
<https://music.youtube.com/podcast/9owAyl5Su0Y>

