



# NamSys Annual Meeting

April 29<sup>th</sup>, 2020  
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.



# Our mission

*"NamSys delivers technology to make cash processing & logistics more efficient, helping cash remain competitive with electronic payments."*



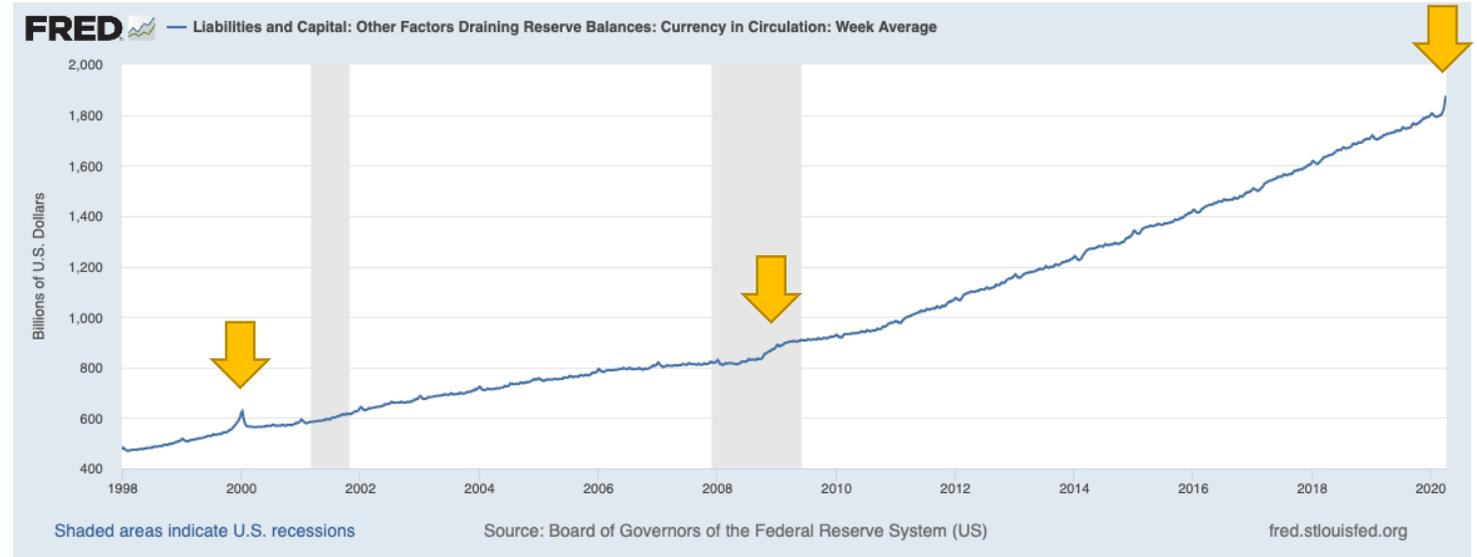
# COVID-19: Operational impact

- NamSys has been **100% cloud/mobile** since 2012
  - All systems, applications and data are hosted in the cloud
  - Employees work exclusively on company-provided laptops and mobile devices
- All staff has been working from home since March 16
- No technology or availability disruptions
- Most customer onboarding, training and support was already being done remotely
- Our major trade shows and conferences have been cancelled
- Recruiting and interviews are being done via video conference
- More customers converted to wire payment



# COVID-19: Impact on cash usage

- Central banks saw the largest spike in cash demand since the financial crisis of 2008.
- Public concern and media coverage about potential of cash to transmit the virus based on misinterpreted WHO report
- Central banks issued statements supporting cash as a safe payment method
- Some stores have discouraged or stopped accepting cash
- Banks have consolidated branches



<https://www.bis.org/publ/bisbull03.pdf>

<https://cashesentials.org/cash-demand-surges-in-argentina-australia-the-euro-area-and-the-us/>

<https://www.wsj.com/articles/some-bank-branches-run-low-on-cash-as-customers-make-big-withdrawals-11584568519>



# COVID-19: Short-term revenue impact

Product revenue is recurring but fluctuates based on active usage



## Cirreon Smart Safe

Monitors smart safe and recycler device in-store

 ~10%

Affected by closures of non-essential businesses



## Cirreon Banking

"Online banking" for commercial cash

 No impact



## Cirreon Cash-in-Transit

Tracks and optimizes the physical pickup and delivery of cash

 No impact

Cash transportation and processing is an essential business



## Currency Controller

Processes and fulfills cash for stores, branches and ATMs

 No impact





# Strong 2019 Results

Revenue		27%	~4.1MM (FY19) versus ~3.2MM (FY18)
EBIT		19%	~1.8MM (FY19) versus ~1.5MM (FY18)
Cash		26%	~4.3MM (FY19) versus ~3.4MM (FY18)





# Questions & Answers

**Thomas**

Do you foresee any impact on the business in regards with the acquisition of G4S by Brinks ?

**Mike**

Is the company's long-term vision to grow internationally with its existing products or primarily developing additional verticals in the North American market?

There was a very large increase in the accounts receivable and long-term overdue accounts receivable in your 2019 annual report. What was the cause of this change?

It is my understanding that you have been growing Cirreon Smart Safe sales by 18% without or with limited price increase, are you not able to increase prices because of strong competition or are you trying to increase market penetration at the cost of short term margins?

**James**

With the hiring that the company is currently doing, once people are employed, does Namsys expect that this will have a negative short term effect on the profitability, or will the growth offset this?

**Allesandro**

Do you foresee any impact from forced/voluntary closures on the retail level affecting business going forward? For example, customers struggling to make their recurring payments, or new customers holding off on initiating a relationship with the company?

