



# **Acquisition of Shares of Cash Payment Solutions GmbH**

**February 27, 2020  
GLORY LTD.**

# Objectives of the Business Combination

GLORY



Cash Payment Solutions

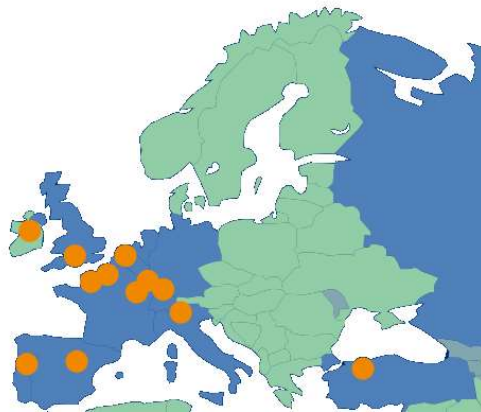
## OBJECTIVES

- Deliver significant efficiencies in the cash cycle by removing borders between bank branches and retail shops
- Further increase the value of cash recyclers for retail customers
- Create new solutions by combining CPS's cash access platform with GLORY products and services

## OBJECTIVES

- Leverage Glory's sales network to further expand the deployment of CPS' solutions
- Create new solution by combining CPS's cash access platform with GLORY products and services

GLORY : Direct sales network in EMEA region



● subsidiary



Coin and banknote recyclers

Cash Access Platform

# Overview of Cash Payment Solutions GmbH

## Company Overview

<b>Company name</b>	Cash Payment Solutions GmbH (trading under the brand names Barzahlen / viacash)
<b>Headquarters</b>	Berlin, Germany
<b>Representatives</b>	Managing Director Sebastian Seifert Managing Director Achim Bönsch Managing Director Andreas Veller
<b>Business</b>	Development and provision of online cash settlement platform
<b>Date of establishment</b>	August 1, 2011
<b>Website</b>	www.barzahlen.de

## CPS' business

- Provides a mechanism that allows cash payments at connected retail stores for e-commerce and utility payments for people who choose not to use, or don't have access to electronic / card based payment options.
- Building an eco-system of retailers, utility providers, e-commerce providers and banks to enable cash based payment and withdrawal transaction at the retail point of sale.
- The main revenue stream is fees from e-commerce companies and banks.




## Customers

※Quote from Cash Payment Solutions website

### Merchants

### Retailers

# Solution of Cash Payment Solutions GmbH

1	<b>Mobile ATM</b>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Cash-In</div> <div style="border: 1px solid black; padding: 2px;">Cash-Out</div>	<ul style="list-style-type: none"> <li>Offering basic banking services cheaper and more customer -friendly than through own ATM / branch infrastructure</li> </ul>	
2	<b>Enabling Cash Payments Online</b>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Travel</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Gaming</div> <div style="border: 1px solid black; padding: 2px;">E-Commerce</div>	<ul style="list-style-type: none"> <li>Enabling low to middle income population, teenagers and those concerned about digital security to shop</li> <li>In Germany only 32% of population owns a credit card and 82% of payments in brick and mortar retail are paid in cash</li> </ul>	
3	<b>Bill Payment With Cash</b>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Public Authorities</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Insurances</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Housing</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Telco</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Debt Collection</div> <div style="border: 1px solid black; padding: 2px;">Utilities</div>	<ul style="list-style-type: none"> <li>Convenient and easy bill payment using cash</li> <li>Offering basic banking services to “the underserved” low to middle income population that are dependent on cash as their primary source of income or are not able to use their bank account</li> </ul>	
4	<b>Digital Retail Services</b>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Gift Cards</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Telco Top-Ups</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Loyalty</div> <div style="border: 1px solid black; padding: 2px;">Multichannel</div>	<ul style="list-style-type: none"> <li>Central real time API integration with e-POS system</li> <li>Leveraging technological know-how to digitize retail</li> </ul>	

# Strengths of Cash Payment Solutions GmbH



## 1. Wider retail network

- More than 16,000 POS network
- Started operation in Austria, Switzerland and Italy

## 2. Broader customer base

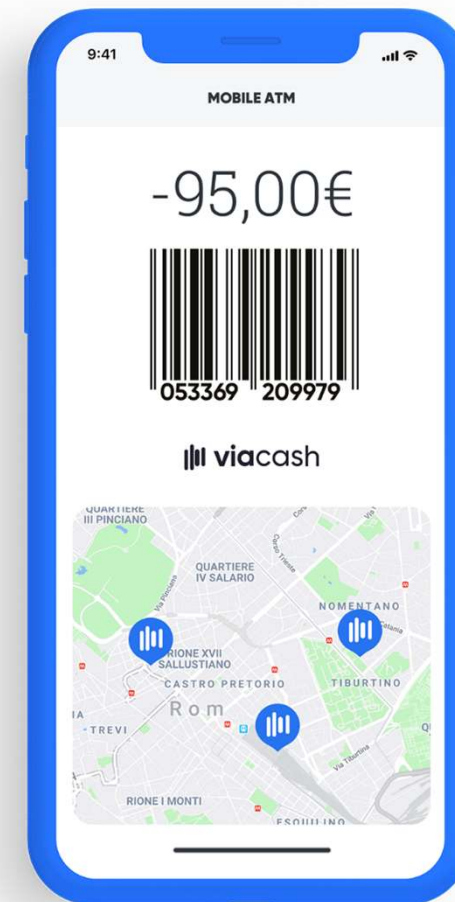
- Contributing various customers – online shops, digital banks and local authorities

## 3. Proven Customer Experience

- 95.5% of users state that they will use again
- Unified branding (viacash)

## 4. Software development capability

- Robust infrastructure with a track record with financial institutions

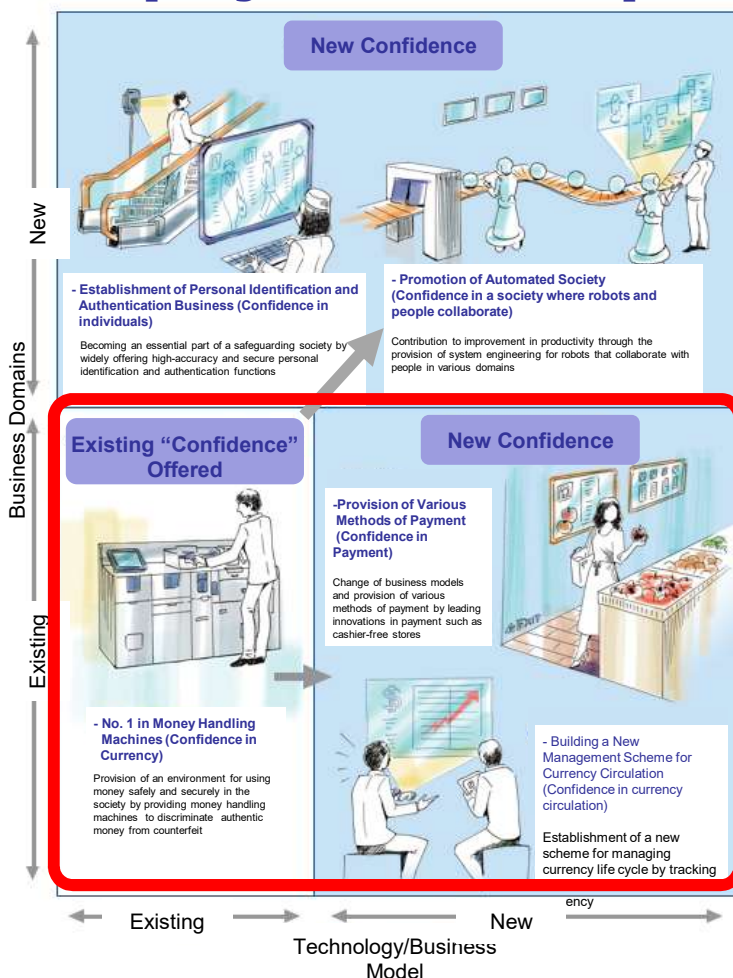


# Expected Effects

## Expanding new business domain to realize “Long-Term Vision 2028”

~Realization of “Creating customer needs” and “Solving customer problems before they know they have them” at speed beyond expectation~

### [Long-Term Vision 2028]



\*Red frame : Domains expected synergies

### [Expected Synergies]

1. Leverage Glory's network to further expand cash access network
2. Create customer value by integrating online cash payment platform and Glory's currency technology

### [Expected Impact to Society]

1. Significant investment reduction compared to conventional ATMs
2. Encourage and expand access to banking and financial services for all※



※Sustainable Development Goals (SDGs)