SESAMI

Enter a Whole New Era of Cash

Osservatorio Sistemi e Servizi di Sicurezza OSSIF /ABI

6 Marzo 2024
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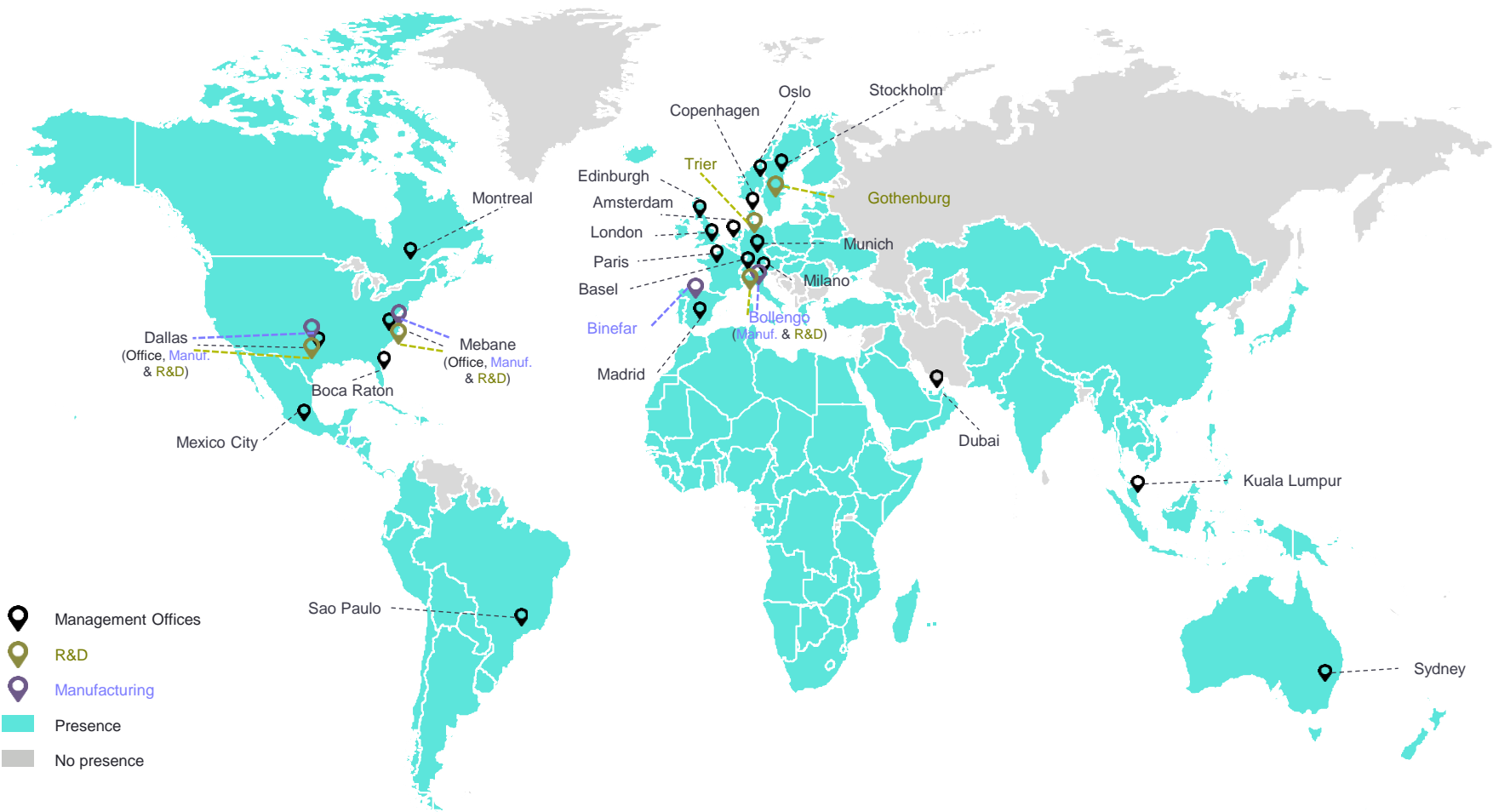**VP Business Development Financial Institutions EMEA SESAMI**

AGENDA

- SESAMI overview
- Cash eco-system & Sesami value proposition
- Next steps

Sesami, A Global Leader

Montreal
Copenhagen
Oslo
Stockholm
Edinburgh
Trier
Amsterdam
Gothenburg
London
Munich
Paris
Milano
Basel
Dallas
(Office, Manuf. & R&D)
Mebane
(Office, Manuf. & R&D)
Binefar
Bollengo
(Manuf. & R&D)
Boca Raton
Madrid
Mexico City
Dubai
Kuala Lumpur
Sao Paulo
Sydney

Management Offices
R&D
Manufacturing
Presence
No presence

Our Scale

$1.4B
in Revenue

6
Continents of Operation

350K+
Intelligent Devices Deployed

250+
R&D Professionals

Our Clients

9
of the World's Top
10 Retailers

10
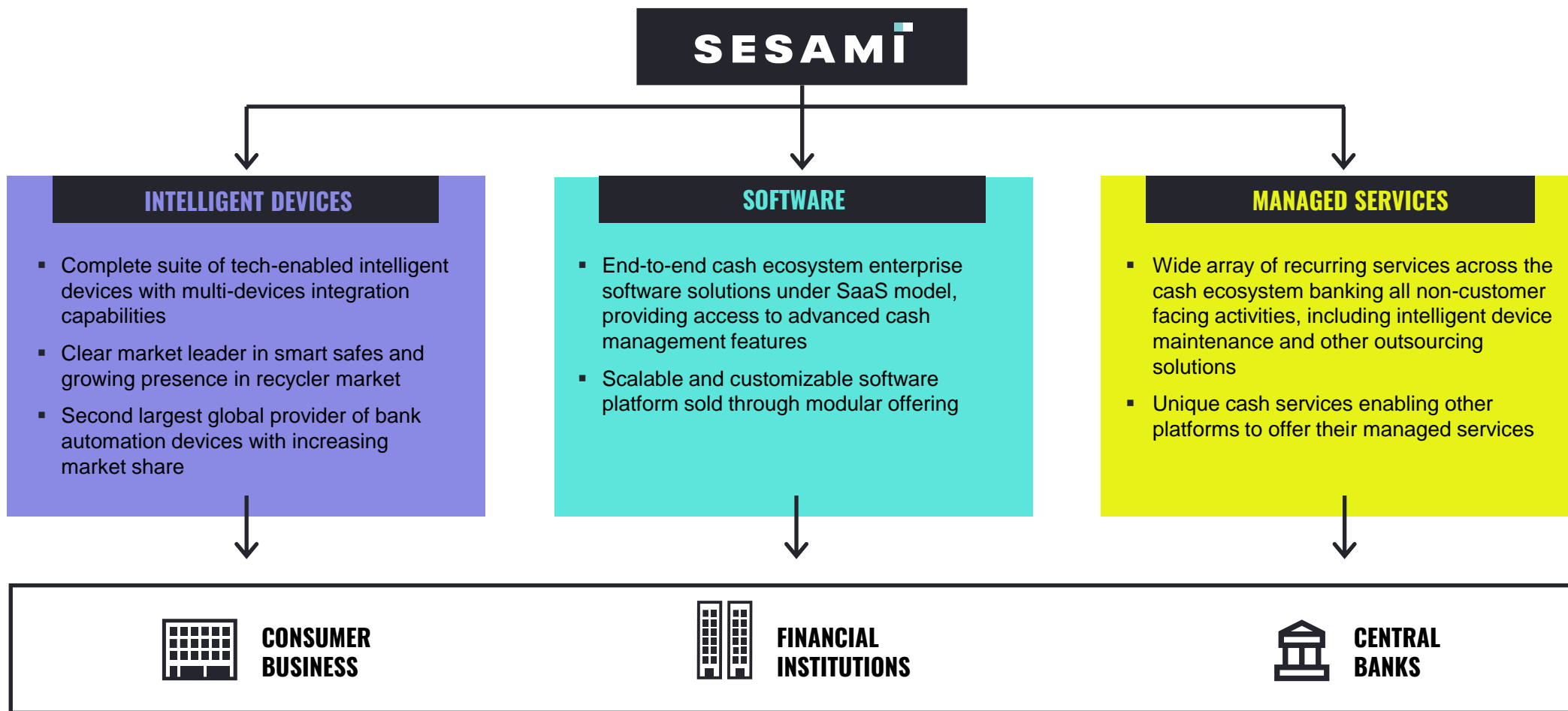of North America's
10 Largest Banks

3
of Europe's 5 Largest Banks

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Executive Summary

- **On February 1, 2022, the recent creation of Sesami Cash Management Technologies ("Sesami"), an innovative cash ecosystem performance and technology company, was announced**

- **As the cash industry evolves, there is a growing need to engage in a global revolution to integrate and completely digitalize cash operations and Sesami was created to address this market opportunity head-on**

- **Sesami is an open, integrated, and technology enabled business intelligence platform offering customizable services including software, intelligent devices, and managed services for end-to-end cash ecosystems and cash automation operations**

- **Sesami integrates the full spectrum of cash management products and services, including:**

  - Advisory, business intelligence, and analytics

  - A comprehensive and customizable software suite for tracking, data aggregation and cash cycle optimization

  - Managed product maintenance, cash-in-transit, and processing services delivered by best-in-class third-party cash operators

  - Expansive portfolio of leading intelligent cash automation and security device options, including ARCA, Gunnebo Cash Management solutions and Tidel

- **Sesami is the only integrator offering an end-to-end cash management solution**

Sesami is a Disruptive and Scalable Global Platform for Intelligent and Sustainable Cash Management Solutions

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INTELLIGENT DEVICES

- Complete suite of tech-enabled intelligent devices with multi-devices integration capabilities
- Clear market leader in smart safes and growing presence in recycler market
- Second largest global provider of bank automation devices with increasing market share

SOFTWARE

- End-to-end cash ecosystem enterprise software solutions under SaaS model, providing access to advanced cash management features
- Scalable and customizable software platform sold through modular offering

MANAGED SERVICES

- Wide array of recurring services across the cash ecosystem banking all non-customer facing activities, including intelligent device maintenance and other outsourcing solutions
- Unique cash services enabling other platforms to offer their managed services

CONSUMER BUSINESS

FINANCIAL INSTITUTIONS

CENTRAL BANKS

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One Partner to Develop, Deploy and Manage a Network of Cash Automation Solutions, to Secure Existing Commercial Client Base and Expand into New Markets
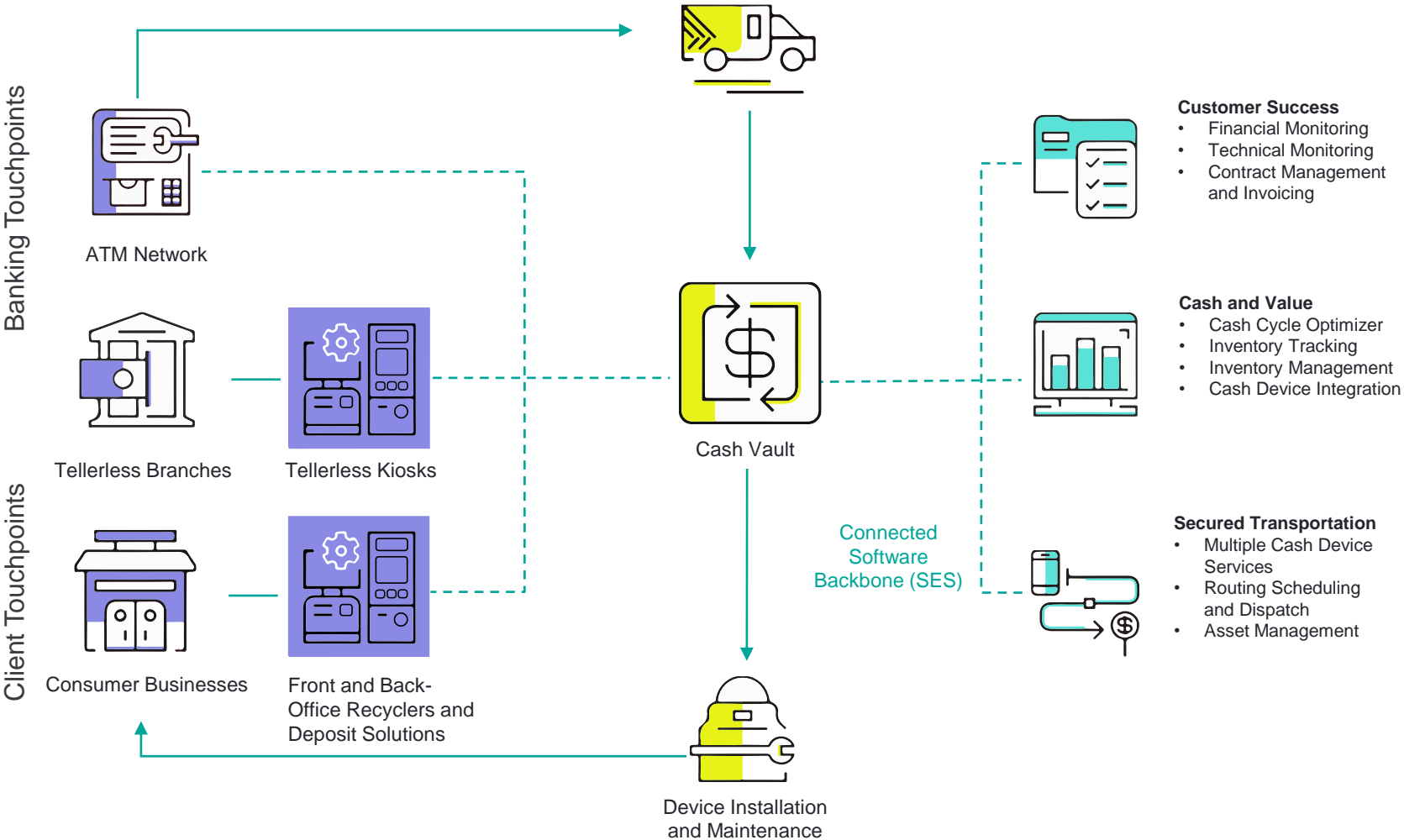
Cash Automation
Largest range of industry leading devices, coupled with local delivery partners, working together to offer customizable and configurable solutions that help automate, streamline, digitize and track secure cash handling.

Managed Services
Flexible and accountable strategic outsourcing of traditional cash operations processes through a single partnership, made possible by Sesami's portfolio of global service partners with local expertise.

Sesami Enterprise Software (SES)
Integrated software stack powers the Sesami business intelligence platform that connects intelligent devices into a single network and gives clear visibility into your ecosystem performance and cash assets.

Banking Touchpoints

ATM Network

Tellerless Branches

Tellerless Kiosks

Cash Vault

Client Touchpoints

Consumer Businesses

Front and Back-Office Recyclers and Deposit Solutions

Connected Software Backbone (SES)

Device Installation and Maintenance

Customer Success
- Financial Monitoring
- Technical Monitoring
- Contract Management and Invoicing

Cash and Value
- Cash Cycle Optimizer
- Inventory Tracking
- Inventory Management
- Cash Device Integration

Secured Transportation
- Multiple Cash Device Services
- Routing Scheduling and Dispatch
- Asset Management

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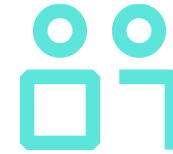# How Can We Support Banks?

AI-enabled Cash Cycle Optimization

The Sesami Enterprise Software (SES) is an AI-enabled, device agnostic, end-to-end solution. Cash Cycle Optimization (CCO) enhances the journey of cash from Central Banks to the people and back by improving operational efficiencies and achieving the right balance of cash to meet consumer demand — thereby reducing overall cash costs.
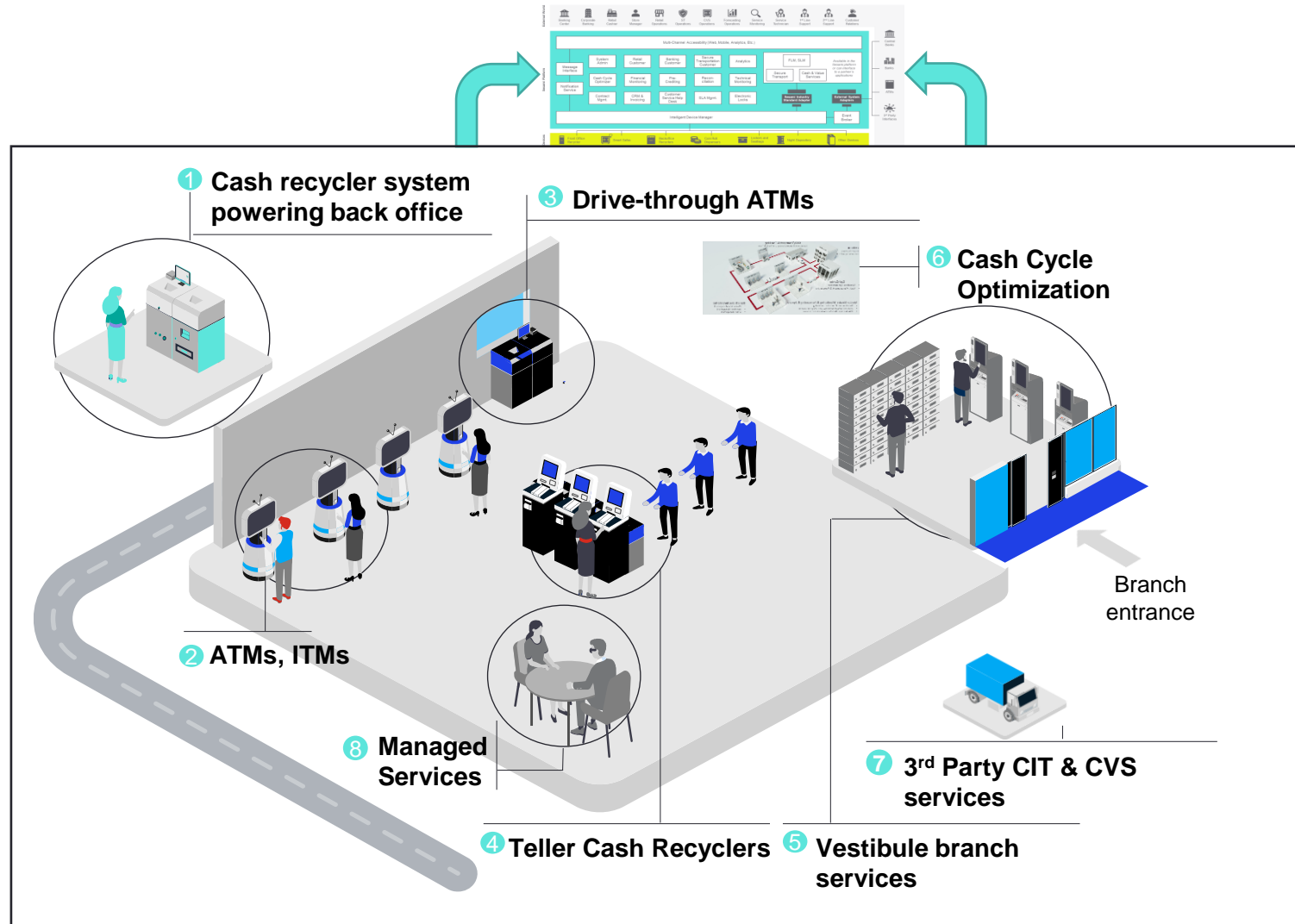
Branch Automation

Streamline the cash experience for your customers and unlock new levels of operational efficiency when you automate every cash transaction in the branch.

Merchant Cash Automation

Become cash touchless and tellerless. Enabling banks to cater to the needs of new commercial banking customers, without a physical retail network with minimal capital investment.

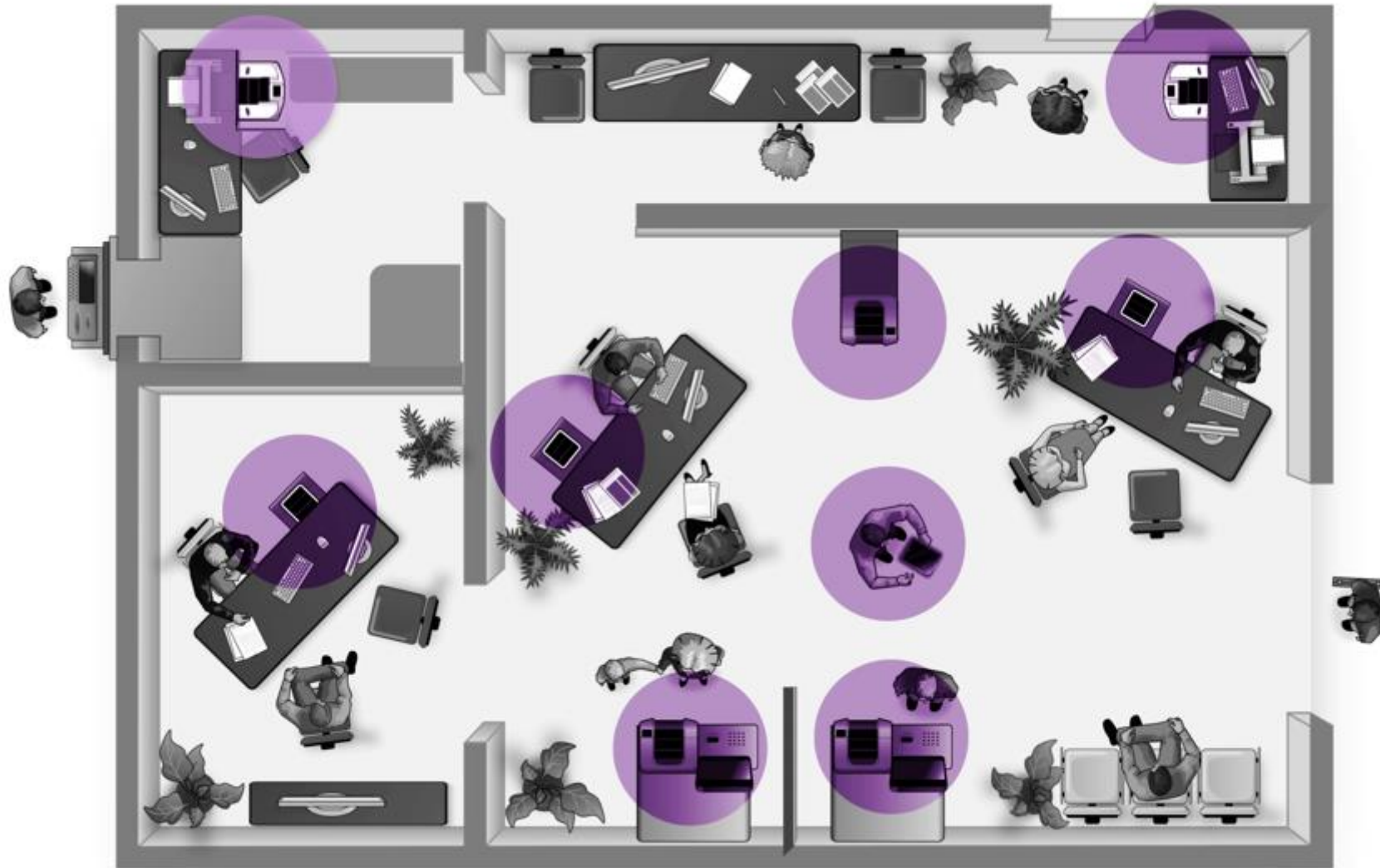# Sesami Providing the Full Spectrum of Cash Management Solution for FIs

1. Cash recycler system powering back office
2. ATMs, ITMs
3. Drive-through ATMs
4. Teller Cash Recyclers
5. Vestibule branch services
6. Cash Cycle Optimization
7. 3rd Party CIT & CVS services
8. Managed Services

Branch entrance

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1. Shift away from manual EOD vault tasks (e.g., reconciliation) to an automated cash recycler, connected with front end devices, creating a closed loop cash mgmt. system

2. ATMs and/or ITMs will connect customers to 24/7 tellerless service with remote teller connection

3. Drive through full-function ATMs with remote teller connection for commercial and consumer services

4. Teller cash recyclers to remain a central cash repository for future banks, supplying all branch devices with daily cash needs

5. 24/7 access to full suite of tellerless services with ATMs, Locker systems & Night deposits

6. Planfocus Cash Cycle Optimization software to accurately forecast the cash demands of the entire branch operations – ATMs, ITMs, TCRs, etc.

7. Integrated software modules managing cash transportation and processing activities

8. Single cash management contract, gaining economies of scale and optimized project management responsibilities (e.g., single Point of Contact for all cash management services)

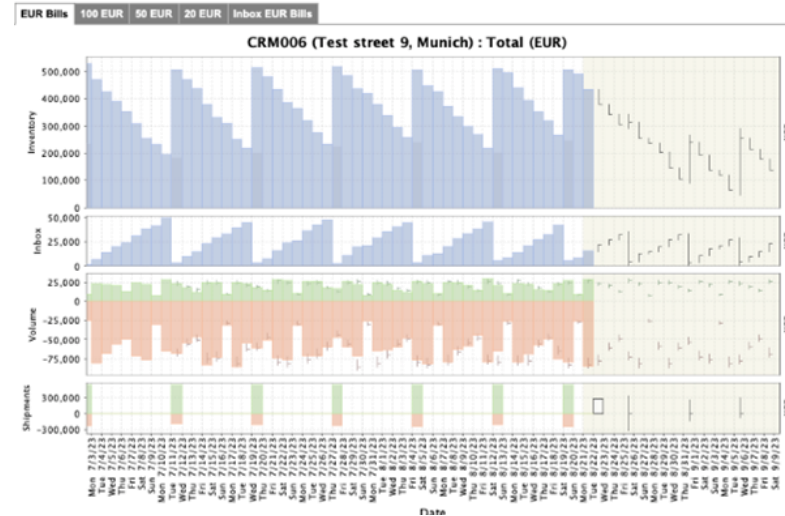# Flexibility for any banking environment

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Sesami Enterprise Software

CCO Application Overview

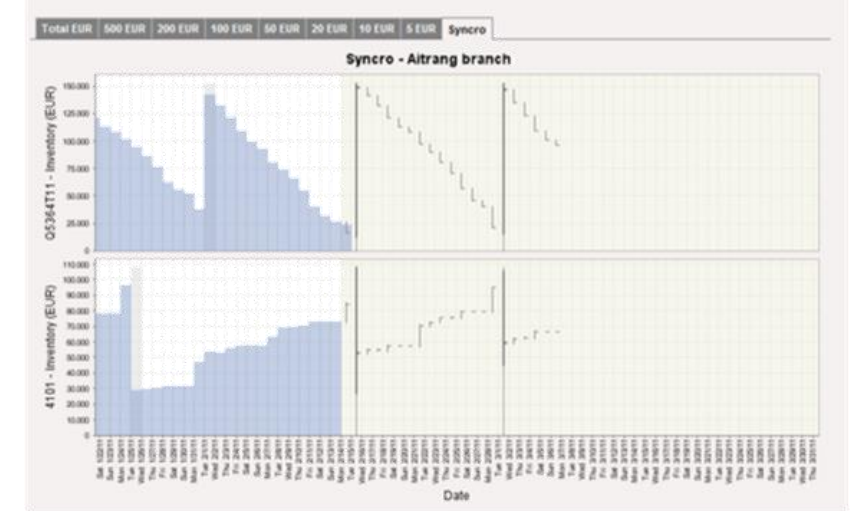# Vendor Neutral AI forecasting software reduces costs

Forecast

Self Learning

- Analyses historical data
- Identifies recurring pattern
- Automatically detects irregularities
- Predicts future
- Forecasting turnovers of individual denominations (incl. recyclers)

Planning

Solution Solving

- Considers various rules and restrictions
- Calculates and evaluates multiple possible scenarios incl. branches
- Balances complementary costs for lowest TCO
- Identifies best solution

AI cash forecasting deployed at 84.000+ Cash Points

ATMs, Branches, Cash Recyclers, Cash Deposit machines etc.

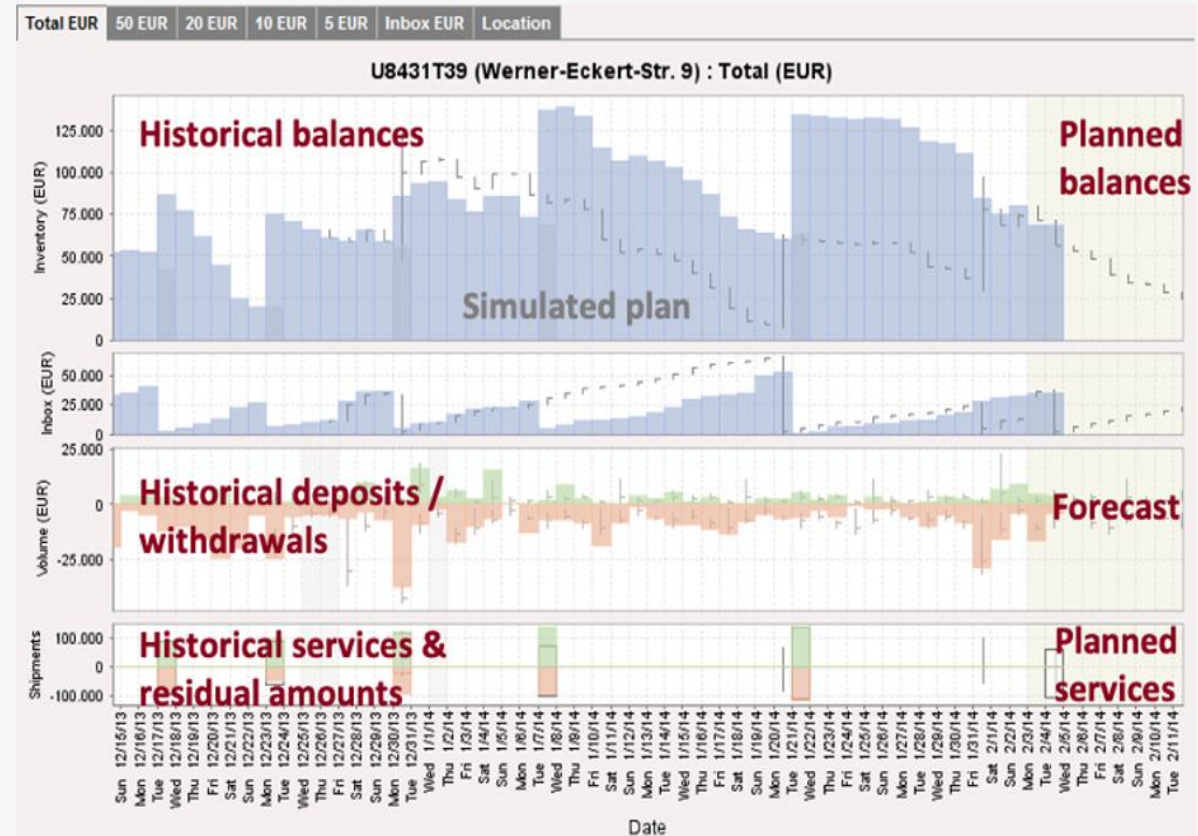**Minimize Cash Holdings**
25% reduction

Reduce CIT Services
25% - 30% reduction

Reduce Emergency Orders
70% - 90% reduction

Optimize Cash Operations
30% resource reduction

ARCA Teller Cash Recyclers

Arca R5000

Arca R3000

Arca R2200

Arca R2000

PRODUCT HIGHLIGHTS

Latest generation of Sesami teller cash recycling. Provides greater flexibility to banks and retailers with customizable capacity. Also 25% smaller than devices in same class

The Arca R3000 frees your staff to deliver premium customer service by automatically counting, depositing and dispensing cash many times faster than a teller

Cash recycling and deposit in one device.
The Arca R2200 handles cash many times faster than a teller… without human error. Staff are freed to spend this reclaimed time with customers discovering needs and generating revenue.

For years, the R2000 has been delivering tremendous value. Manual cash handling tasks are performed many times faster than a teller… without human error.

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Rationalize Branch Network

Bank branch closures impact the SMB customers negatively without nearby self-service alternatives, consequently increasing churn, slowing client acquisition and reducing business volume for the banks.

Non-Business Customers

SMB Customers

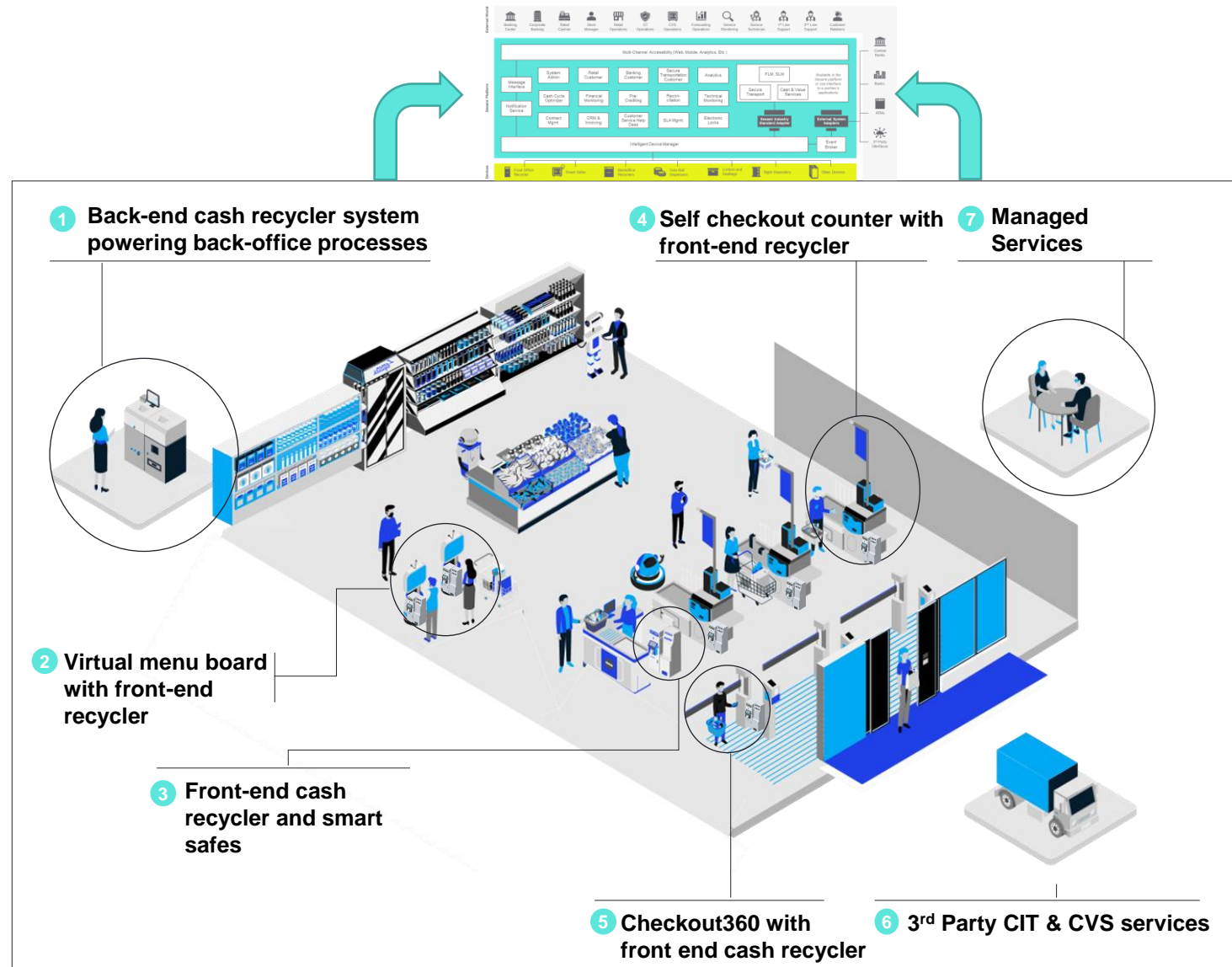**Common Self Serve Location for business and non-business clients**

Non-business customers utilize the convenience of nearby ATMs

Better alternative for Banks to utilize Sesami's self serve options to expand presence and provide an optimal customer experience

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Sesami providing the Full Spectrum of Retail Cash Automation

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1. **Back-end cash recycler system powering back-office processes**
2. **Virtual menu board with front-end recycler**
3. **Front-end cash recycler and smart safes**
4. **Self checkout counter with front-end recycler**
5. **Checkout360 with front end cash recycler**
6. **3rd Party CIT & CVS services**
7. **Managed Services**

1. Shift away from manual EOD vault tasks (e.g. reconciliation) to one, automated cash recycler, connected with front end devices, creating a closed loop cash management system

2. Virtual menu board with front-end recycler, defined as customer facing, allows customers to purchase food real-time, skipping checkout

3. Front-end cash recycler optimizing traditional checkout processes and becoming primary cash repository for business

4. Automated, self checkout, PoS cash recycling terminals

5. Cash receptacle integration for fully automated stores with checkout gates (e.g. Amazonfresh)

6. Integrated software modules managing cash transportation and cash processing activities

7. Single cash management Managed Services contract, gaining economies of scale and optimizing project management responsibilities

Retail/Consumer Businesses - Deposit

	Sallen D2	Sallen D3	Tidel S3	Tidel S4	Sallen D4 / D5 / D6
PRODUCT HIGHLIGHTS	Compact, secure cash processing. Versatile cash deposit unit, to match each installation condition with a simple but powerful interface.	High-capacity cash processing. Optimum security and efficiency in one compact cash deposit unit.	Designed for organizations needing a secure, reliable, and auditable solution to deposit their cash throughout the day.	Designed with serviceability in mind, it offers multiple vault options, including a standard storage vault, mailbox drop vault, or till storage vault.	Maximum efficiency and reliability, bringing high speed and large capacity in one cash deposit unit.
TARGET END USERS	**Low volume cash retailers**	**Low volume cash retailers**	**Low volume cash retailers**	**QSR, C-Stores, Grocery, General Retail**	**QSR, C-Stores, Grocery, Distribution General Retail**

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Retail/Consumer Businesses - Recycle

	SafePay RC2000	SafePay RC5000	Arca R2200	Tidel R1800	Tidel R4000	Sallen R3000	Sallen R6000
STORE LOCATION	Front End	Front End	Front End/Back Office	Front End/Back Office	Back Office	Front End/Back Office	Back Office
CAPACITIES	• 490 note recycle/dispense • 800 deposit • 2000 or 3000 coins	• 740 note recycle/dispense • 2000 or 3000 note deposit • 2000 or 3000 coins	• 3000 note recycle • 3000 note deposit • 2000 or 3000 coins	• 6450 note recycle and deposit • Multiple coin options	• 14,250 note recycle and deposit • Multiple coin options	• 360 Note Recycler • 1500 Note Deposit • 17000 Coin Recycler	• Up to 12000 note recycler and 30000 coin recycler • Multiple coin options
KEY MARKET SEGMENTS	QSR, C-Stores, Grocery, General Retail	QSR, C-Stores, Grocery, General Retail	Grocery, Big Box, General Retail	Grocery, Big Box, General Retail	Grocery, Big Box, General Retail	Grocery, Big Box, General Retail	Grocery, Big Box, General Retail

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Next steps

Sesami è a vostra disposizione per organizzare:

1. Incontri di approfondimento sulla vostra realtà specifica
2. Demo e condivisione business case a Bollengo (Ivrea)
3. Sperimentazioni pilota

Thank you

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