

# Cash Solutions – focused on Cash Technology

## A more focused business following the sale of the majority of the conventional cash businesses

In parallel with demerger preparations, during 2019 G4S conducted a thorough and comprehensive engagement with third parties interested in the Group's Cash Solutions businesses. This culminated on 26 February 2020 with the agreement to sell the majority of the Group's conventional cash businesses to The Brink's Company. As at 28 April 2020, around 71% of the transaction had completed. The board determined that the sale of the majority of the conventional cash businesses is superior to the demerger of the Group's Cash Solutions businesses and is in the best interests of G4S shareholders and other key stakeholders.

The transaction represents an important milestone in the execution of our corporate strategy. The sale of these capital intensive, conventional cash businesses enables G4S to focus on the growth of our core integrated security solutions business and the further development of our rapidly growing Retail Technology Solutions business whilst providing an opportunity to simplify and streamline the Group to capture potential cost efficiencies.

## 4%\* Conventional Cash

On a proforma\* basis, the remaining conventional cash businesses account for 4% of the Group's revenues in 2019. Around three quarters of that relates to the UK Cash Solutions business. The Group has retained the UK Cash Solutions business as it was in the best interests of both the pension fund members and the Group.

Having decided to keep this business we will look to optimise its value. We have a leading position in the UK market, and believe we are ideally placed to be the natural aggregator of bank processing volumes as banks look to outsource cash processing.

The remaining quarter of conventional Cash Solutions revenues is spread across 27 countries around the world. These businesses are individually small and highly integrated with, and hosted by, our Secure Solutions businesses which provide cost synergies for both businesses. The focus is to manage these businesses to generate free cash flow in the future.

\* See page 69 for a reconciliation of proforma results to the Group's underlying results.

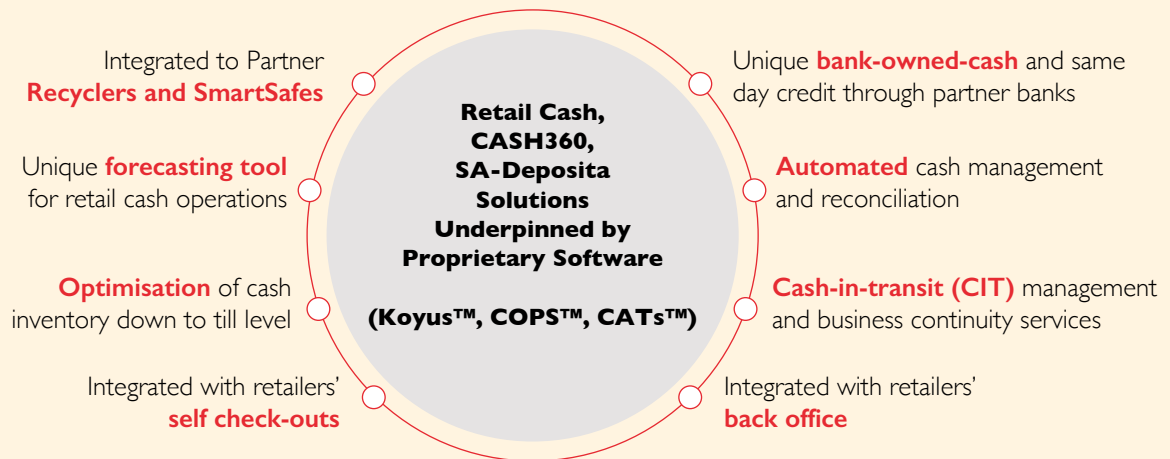
ON 20 FEBRUARY 2020, G4S CASH SOLUTIONS HELPED RELEASE A POLYMER £20 NOTE ACROSS THE UK. THE NEW NOTES WILL ULTIMATELY REPLACE TWO BILLION COTTON NOTES CURRENTLY IN CIRCULATION. LEARN MORE ON OUR WEBSITE AT [WWW.G4S.COM/20POUNDNOTE](http://WWW.G4S.COM/20POUNDNOTE)



# 4%\* Retail Technology Solutions

## Unique customer value proposition

Retail Technology Solutions includes Retail Cash Solutions, CASH360 and South Africa-Deposita. The benefits these technology solutions provide to customers are summarised in the graphic below:



## Focus on growth and margin

We also have a very clear set of priorities for these businesses to focus on growth and margin improvement that are summarised below:

### Retail Technology Solutions

- 14-16% Revenue growth potential per annum
- 10-15% PBITA margin

#### Grow 'large box'

Increase penetration in US/Canada with large retailers and 'large box' format stores

#### Grow addressable market in North America

Expand to large retailers with 'small box' format stores and medium sized retailers

#### Follow customers internationally

Provide 'end-to-end' solutions to existing retail customers across their international markets

#### Product and service expansion for banks

To cover bank branch automation and virtual branches

**Estimated addressable retail market: ~\$13bn across around 2 million outlets**

\* Proforma 2019 underlying revenues post the cash solutions transaction – see page 69.