Retail Cash Automation 2023

Executive Report and Market Database

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Industry suppliers lack insights into the growing international market for retail cash automation technologies

Industry suppliers lack insights into the growing international retail cash automation market
▶ Cash accounts for a significant share of payments, but is handled mostly manually by retailers
▶ Suppliers need greater intelligence on the growing market for retail cash automation technologies

The study provides intelligence on the market and their competitors
▶ Understand international market landscape, and identify future opportunities
▶ Benchmark vs. competitors, both overall and by geographic, product and customer segment
▶ Provide authoritative, independent substantiation of market presence in marketing collateral

Retail Cash Automation 2023 provides a comprehensive view of this dynamic global market, including supplier shares and independent forecasts
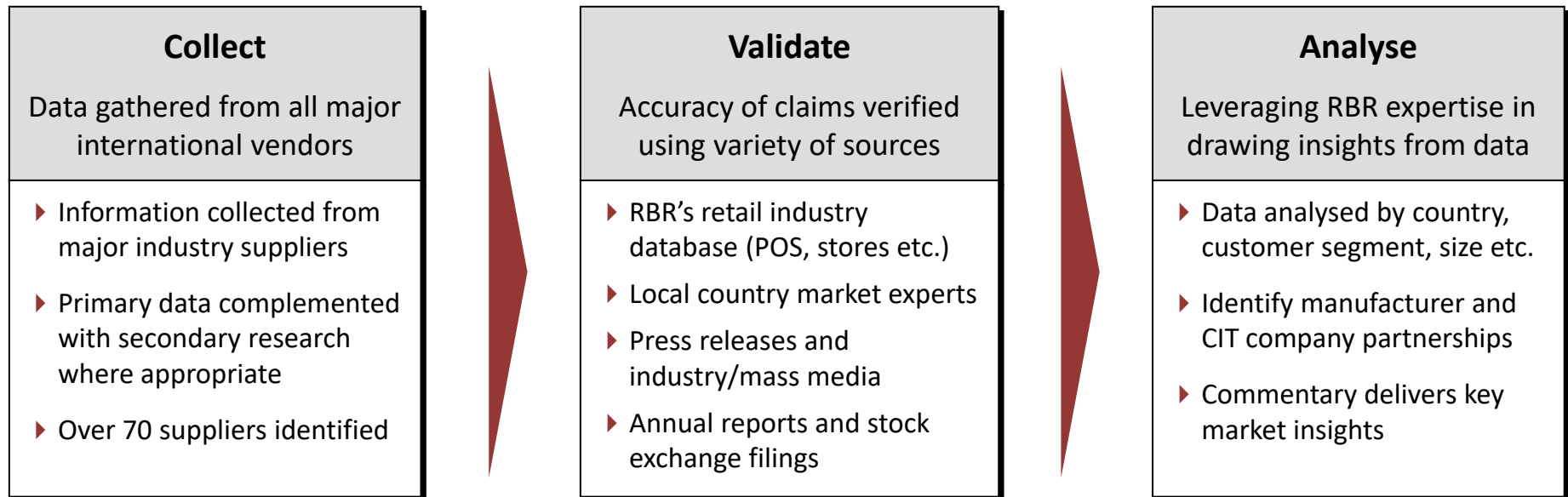
Scope	
Products	**Banknote acceptors** and **recyclers**
Locations	**Back office** and assisted-service **point of sale**
Geographies	**Global** data, including analysis of **26 major country markets**
Segmentation	**Grocery**, **convenience with fuel**, **general merchandise** and **hospitality**
Metrics	Actual installed base of devices, Q4 **2022**, 2019 and 2017; 2027 **forecasts**
Suppliers	Coverage of **70+ manufacturers** and **cash management firms**

For further details of study scope, see Appendix

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The study provides complete global coverage, with analysis of 26 country markets

Americas
- Brazil
- Canada
- Chile
- Mexico
- USA
- Others

EMEA
- Denmark
- France
- Germany
- Italy
- Netherlands
- Norway
- Poland
- South Africa
- Spain
- Sweden
- UAE
- UK
- Others

Asia-Pacific
- Australia
- China
- Indonesia
- Japan
- Singapore
- South Korea
- Others

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The study methodology builds on RBR's expertise in delivering insightful global research studies based on robust data

Collect	**Validate**	**Analyse**
Data gathered from all major international vendors	Accuracy of claims verified using variety of sources	Leveraging RBR expertise in drawing insights from data
▸ Information collected from major industry suppliers ▸ Primary data complemented with secondary research where appropriate ▸ Over 70 suppliers identified	▸ RBR's retail industry database (POS, stores etc.) ▸ Local country market experts ▸ Press releases and industry/mass media ▸ Annual reports and stock exchange filings	▸ Data analysed by country, customer segment, size etc. ▸ Identify manufacturer and CIT company partnerships ▸ Commentary delivers key market insights

The study leverages RBR's expertise in cash automation technologies, its deep knowledge of the retail industry, and its ability to draw insights from data
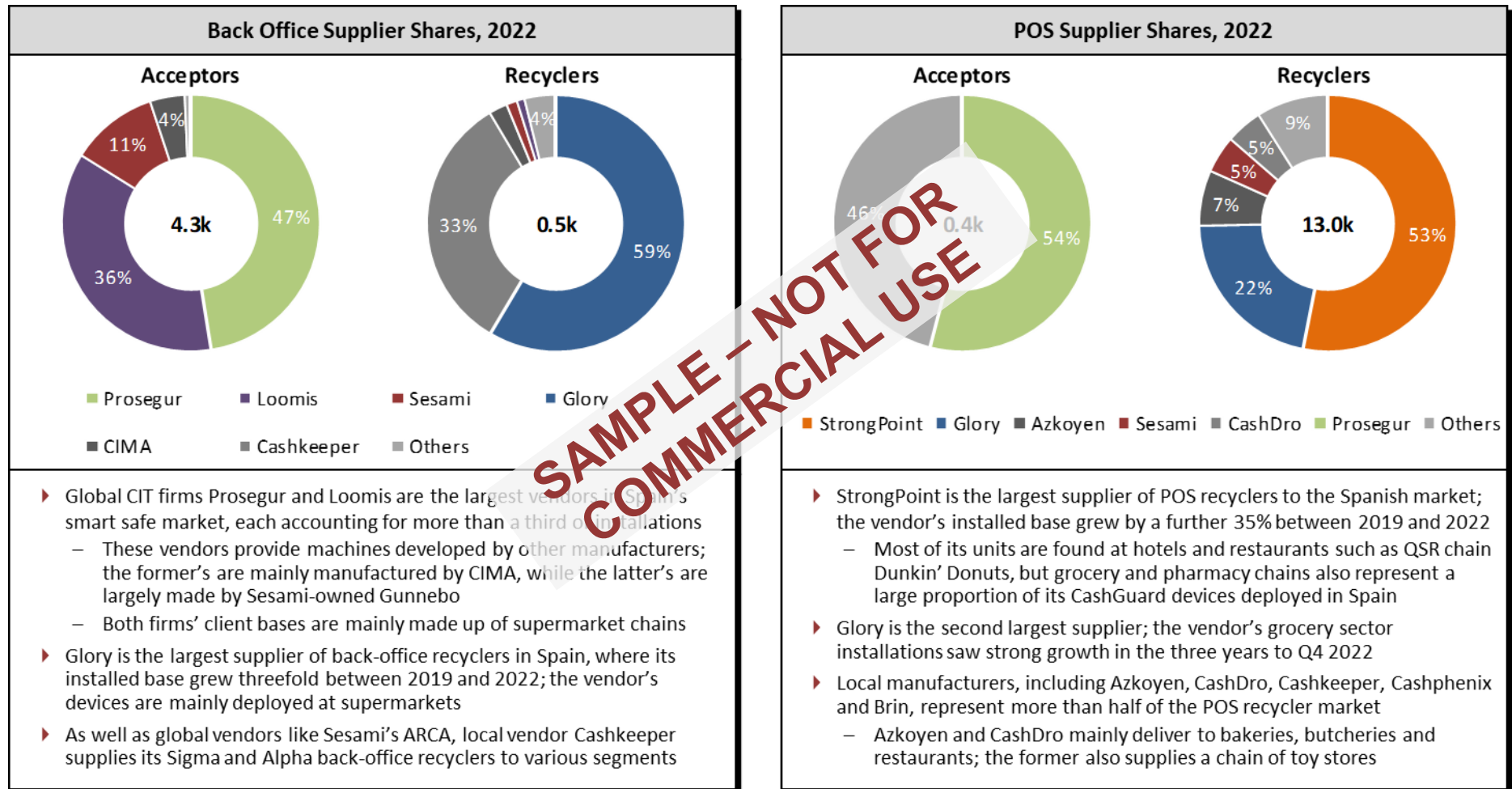
Study clients receive an executive report and a comprehensive market database, plus access to RBR's project team

▸ Electronic (multi-user licence) copy of research findings
— Executive report in PowerPoint containing key market facts and commentary by country
— Market Database in Excel

▸ A conference call presentation of the study results can be organised if desired

▸ Privileged access to RBR's senior researchers

▸ The study price is £29,000

If you have questions, or to place an order, please contact
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StrongPoint remains largest POS recycler vendor in Spain, but Glory increases share of POS and back-office recyclers

Back Office Supplier Shares, 2022

Acceptors

- 47% Prosegur
- 36% Loomis
- 11% Sesami
- 4% CIMA
- **4.3k**

Recyclers

- 59% Glory
- 33% Others/grey
- 4%
- **0.5k**

Legend:
- Prosegur
- Loomis
- Sesami
- Glory
- CIMA
- Cashkeeper
- Others

▶ Global CIT firms Prosegur and Loomis are the largest vendors in Spain's smart safe market, each accounting for more than a third of installations
  – These vendors provide machines developed by other manufacturers; the former's are mainly manufactured by CIMA, while the latter's are largely made by Sesami-owned Gunnebo
  – Both firms' client bases are mainly made up of supermarket chains
▶ Glory is the largest supplier of back-office recyclers in Spain, where its installed base grew threefold between 2019 and 2022; the vendor's devices are mainly deployed at supermarkets
▶ As well as global vendors like Sesami's ARCA, local vendor Cashkeeper supplies its Sigma and Alpha back-office recyclers to various segments

POS Supplier Shares, 2022

Acceptors

- 54% Prosegur
- 46%
- **0.4k**

Recyclers

- 53% StrongPoint
- 22% Glory
- 9% Others
- 7% Azkoyen
- 5% Sesami
- 5% CashDro
- **13.0k**

Legend:
- StrongPoint
- Glory
- Azkoyen
- Sesami
- CashDro
- Prosegur
- Others

▶ StrongPoint is the largest supplier of POS recyclers to the Spanish market; the vendor's installed base grew by a further 35% between 2019 and 2022
  – Most of its units are found at hotels and restaurants such as QSR chain Dunkin' Donuts, but grocery and pharmacy chains also represent a large proportion of its CashGuard devices deployed in Spain
▶ Glory is the second largest supplier; the vendor's grocery sector installations saw strong growth in the three years to Q4 2022
▶ Local manufacturers, including Azkoyen, CashDro, Cashkeeper, Cashphenix and Brin, represent more than half of the POS recycler market
  – Azkoyen and CashDro mainly deliver to bakeries, butcheries and restaurants; the former also supplies a chain of toy stores

A market database provides comprehensive analysis by geography, product and customer segment

RETAIL CASH AUTOMATION 2023
Number of Devices by Type, Country and Segment, 2022
Confidential - Internal Use Only

Year	Region	Country	POS - Acceptors					Back Office - Recyclers				
			Grocery	Convenience	General Merchandise	Hospitality	Total	Grocery	Convenience	General Merchandise	Hospitality	Total
2022	Americas	USA	xxx	xxx	xxx	x,xxx	x,xxx	xx,xxx	xx,xxx	x,xxx	x,xxx	xx,xxx
2022	Americas	Canada	xxx	xx	xxx	x,xxx	x,xxx	xxx	xxx	xx	xxx	xxx
2022	Americas	Brazil	xx				xx	xxx				xxx
2022	Americas	Chile		xxx			xxx	x	x		xxx	xx
2022	Americas	Mexico	xx			xxx	xxx	x		x	x	xx
2022	Americas	Other				xxx	xxx					
2022	Americas	Total	xxx	xxx	xxx	x,xxx	x,xxx	xx,xxx	xx,xxx	x,xxx	xx,xxx	
2022	EMEA	Denmark										
2022	EMEA	France		xxx								
2022	EMEA	Germany		xx								
2022	EMEA	Italy	xx	xx	xxx	xxx						
2022	EMEA	Netherlands	x,xxx	xx	x,xxx	xxx						
2022	EMEA	Norway			xx							
2022	EMEA	Poland	xx	x								
2022	EMEA	South Africa										
2022	EMEA	Spain	x		xx	xxx						
2022	EMEA	Sweden	xx									
2022	EMEA	UAE										
2022	EMEA	UK	xx,xxx	xx,xxx	x,xxx	xxx						
2022	EMEA	Other	xx		xx	x						
2022	EMEA	Total	xx,xxx	xx,xxx	xx,xxx	x,xxx						

RETAIL CASH AUTOMATION 2023
Number of Devices by Supplier, Region and Country (All Segments), 2019-2022
Confidential - Internal Use Only

Year	Region	Country	Total	Allied Universal	Armor Safe	Brink's	Glory	GRG	Lincsafe	Loomis	OKI	Prosegur	Sesami	StrongPoint	Volumatic
2022	EMEA	Germany	xx,xxx			xxx	xx,xxx			xxx	xxx		xxx	xxx	
2022	EMEA	Italy	xx,xxx			x,xxx	x,xxx					xx	xxx		
2022	EMEA	Netherlands	xx,xxx		xx	xx,xxx	xxx		x,xxx				xxx	xxx	xxx
2022	EMEA	Norway	xx,xxx		xx		xxx		xxx	x,xxx			x	x,xxx	
2022	EMEA	Poland	x,xxx				xxx		xxx				xxx		
2022	EMEA	South Africa	xx,xxx	x,xxx		xxx		xxx					x,xxx	xxx	
2022	EMEA	Spain	xx,xxx			xxx	xx,xxx					x,xxx	x,xxx	xxx	
2022	EMEA	Sweden	xx,xxx		xxx		xxx		xxx	x,xxx			x,xxx	x,xxx	xx
2022	EMEA	UAE	x,xxx			xxx	xxx								
2022	EMEA	UK	xx,xxx		xx		x,xxx		xxx				x,xxx	xxx	xx,xxx
2022	EMEA	Other	xx,xxx		xx	xx,xxx	xxx	xxx	x,xxx	xxx	xx	xx	x,xxx	x,xxx	x,xxx
2022	EMEA	Total	xxx,xxx	x,xxx	xxx	xx,xxx	xx,xxx	xxx	xx,xxx	x,xxx	xx	x,xxx	xx,xxx	xx,xxx	xx,xxx
2022	Asia-Pacific	Australia	xx,xxx		xx		xx		xx				x,xxx	xx	x,xxx
2022	Asia-Pacific	China	xx,xxx		xx		x,xxx				x		xxx		
2022	Asia-Pacific	Indonesia	x,xxx		xx		xxx		xx				xx		
2022	Asia-Pacific	Japan	xx,xxx				xxx,xxx				xx,xxx				
2022	Asia-Pacific	Singapore	x,xxx			xxx	x,xxx	xx					xx	x	xx
2022	Asia-Pacific	South Korea	xx,xxx				xxx		xxx		xx				
2022	Asia-Pacific	Other	xx,xxx	x,xxx		x,xxx	xxx		xxx		xxx		x,xxx	xxx	
2022	Asia-Pacific	Total	xxx,xxx	x,xxx	xx	x,xxx	xxx,xxx	xxx	x,xxx		xxx	xx,xxx	x,xxx	xxx	xxx
2022	World	Total	xxx,xxx	x,xxx	xx,xxx	xx,xxx	xxx,xxx	x,xxx	xx,xxx	xx,xxx	xx,xxx	xx,xxx	xxx,xxx	xx,xxx	xx,xxx

Appendix

RBR has unparalleled expertise in researching cash automation markets, plus deep retail sector and store technology knowledge

Key Qualifications

▸ More than 30 years' experience delivering international market research to diverse blue-chip client base

▸ Strong understanding of overall retail industry trends

▸ Researching retail store technology for 15 years, including annual studies of POS hardware/software

▸ Unparalleled expertise in cash automation technology in the banking sector

▸ Reputation for premium, independent syndicated research studies funded by industry suppliers

Types of Client

Manufacturers e.g. ARCA, Diebold Nixdorf, Fujitsu, Glory, Gunnebo

Technology and **service providers** e.g. Brink's, G4S, IBM, Loomis, Mastercard, Microsoft, PayPal, Prosegur Cash, Visa

Consultancies, private equity firms and **investment banks** e.g. Bain & Company, McKinsey & Company, Advent International, Goldman Sachs

The study counts devices that can validate and store banknotes, and attributes them to suppliers according to how they are badged

Products		
Name	**Banknote Handing Capabilities**	**Location and usage**
Back-office acceptor ("smart safe")	Validate, count and store	By multiple employees, in the back (or front) office
POS acceptor	Validate, count and store	By single employee, at individual point of sale
Back-office recycler	Validate, count, store and redispense	By multiple employees, in the back (or front) office
POS recycler	Validate, count, store and redispense	By single employee, at individual point of sale

- Devices are counted based on the number of controllers (not the number of validators), and attributed based on the badge (manufacturer, CIT company, bank) on the unit

- Customer-facing devices at assisted-service points of sale are included

- Coin-only devices, desktop note counters, time-delay safes, smart/skimming cash drawers and self-service terminals (e.g. self-checkouts, kiosks) are excluded

The study provides data in four segments across the retail and hospitality industries

Customer Segments		Examples
Grocery	▸ Grocery: supermarkets/hypermarkets, discounters, convenience stores without fuel	▸ Tesco, Lidl, FamilyMart
	▸ Drugstores	▸ Walgreens Boots
Convenience	▸ Convenience stores *with* fuel	▸ Shell, Total
General Merchandise	▸ Mixed general merchandise: department stores, mass merchandisers, cash and carry/warehouse clubs etc.	▸ Walmart, Sears, Target
	▸ Speciality retail: electronics, DIY/home, apparel etc.	▸ Best Buy, Home Depot, H&M
Hospitality	▸ Hospitality: restaurants, hotels etc.	▸ McDonalds, Olive Garden, Hilton
	▸ Leisure: theme park, stadium etc.	▸ DisneyWorld, AMC

Non-POS usage is excluded e.g. financial services (banks, pawn shops), gambling venues, healthcare, government