CRANE

Payment & Merchandising Technologies

Kurt Gallo, Senior Vice President

AGENDA

CRANE

Results and Guidance

Growth Initiatives

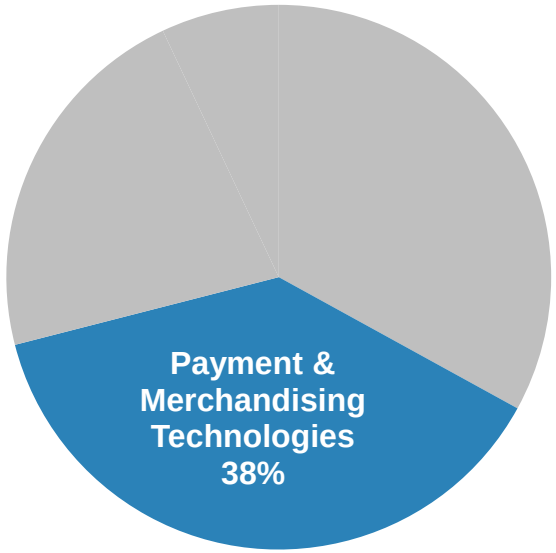
Productivity and Efficiency

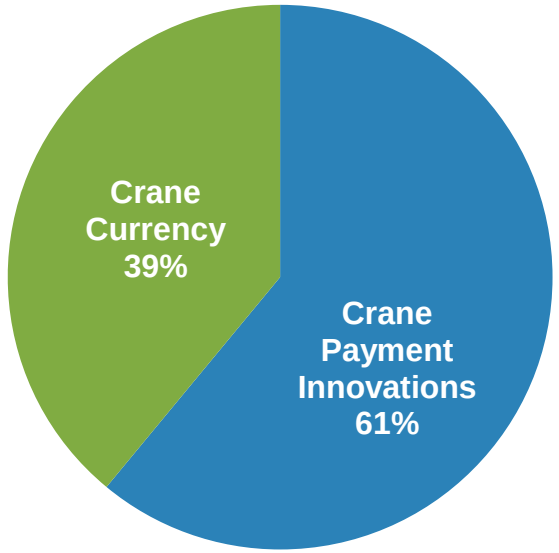
Summary

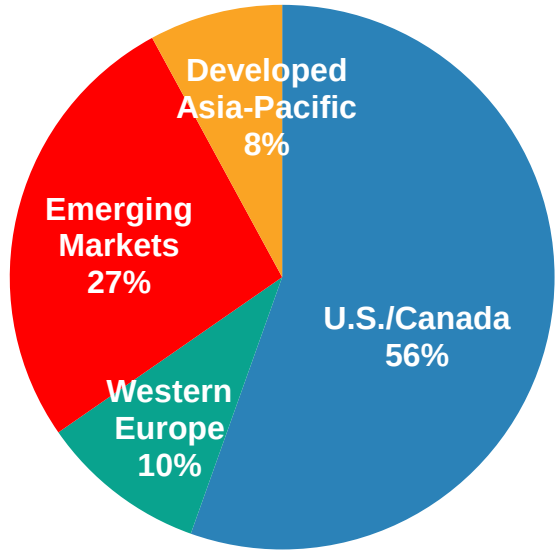
PAYMENT & MERCHANDISING TECHNOLOGIES

CRANE

($ Millions)	2017	2018	2019	2020	2021G**
Sales*	777	1,257	1,158	1,115	1,210
Operating Profit*	159	218	187	137	224
Operating Margin*	20.5%	17.4%	16.2%	12.3%	18.5%







CONTINUED STRONG GROWTH AT ATTRACTIVE MARGINS

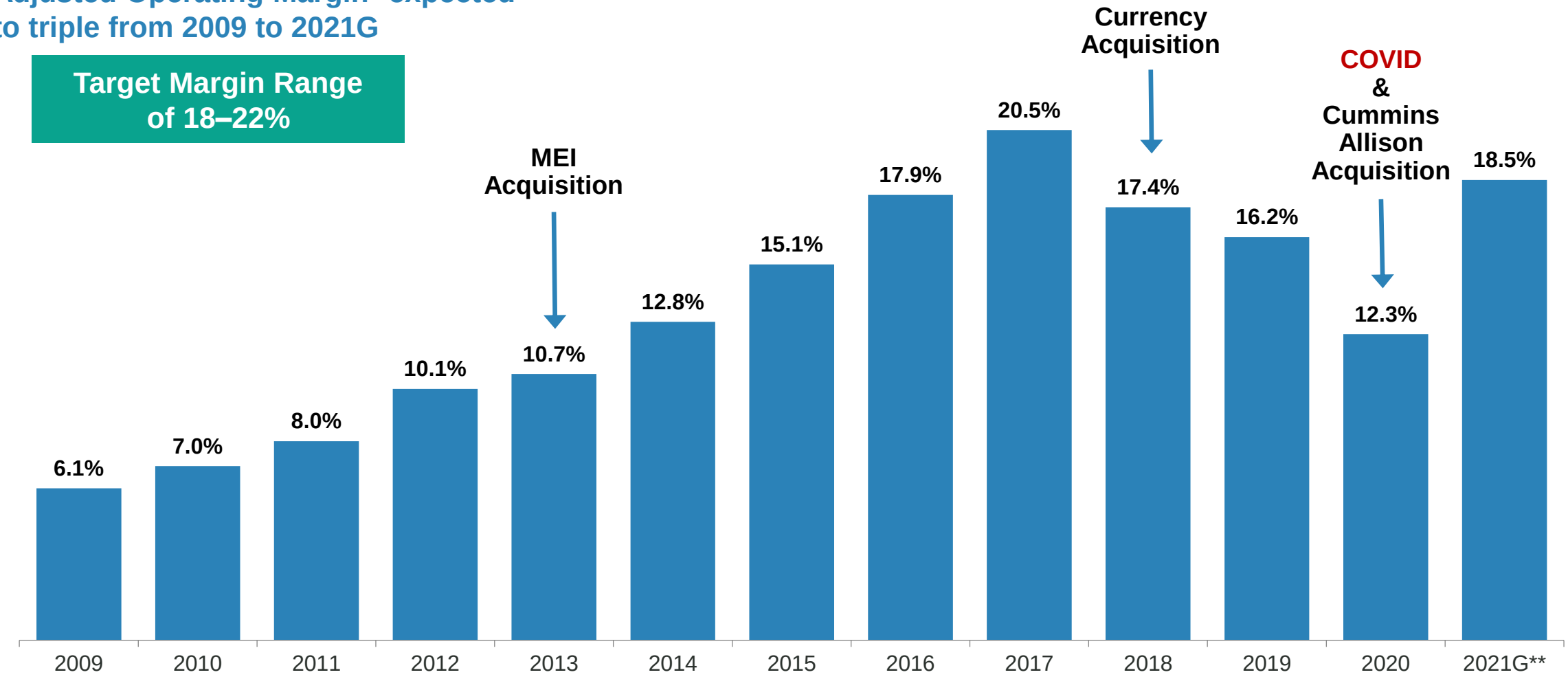
* Excludes Special Items. Please see non-GAAP Financial Measures tables for details.
** Reflects midpoint of guidance range. Segment level guidance unchanged compared to original guidance provided concurrent with Q4 2020 earnings release on January 25, 2021.
Note: Charts based on 2020 actual results.

TRACK RECORD OF SUCCESS

CRANE

Adjusted Operating Margin* expected to triple from 2009 to 2021G

Target Margin Range of 18–22%



* Excludes Special Items. Please see non-GAAP Financial Measures tables for details.
** Reflects midpoint of guidance range. Segment level guidance unchanged compared to original guidance provided concurrent with Q4 2020 earnings release on January 25, 2021.
Note: Charts based on 2020 actual results.

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Summary

CRANE PAYMENT INNOVATIONS

DRAMATIC BUSINESS EVOLUTION

CRANE

OEM Solutions
Market Size: $1.3 B



2018: **96%**
2020: **58%**
(of total business)

System Solutions
Market Size: $1.3 B



2018: **0%**
2020: **20%**

Connectivity Solutions
Market Size: $500 M



SIMPLIFI™

2018: **4%**
2020: **7%**

Service Solutions
Market Size: $750 M

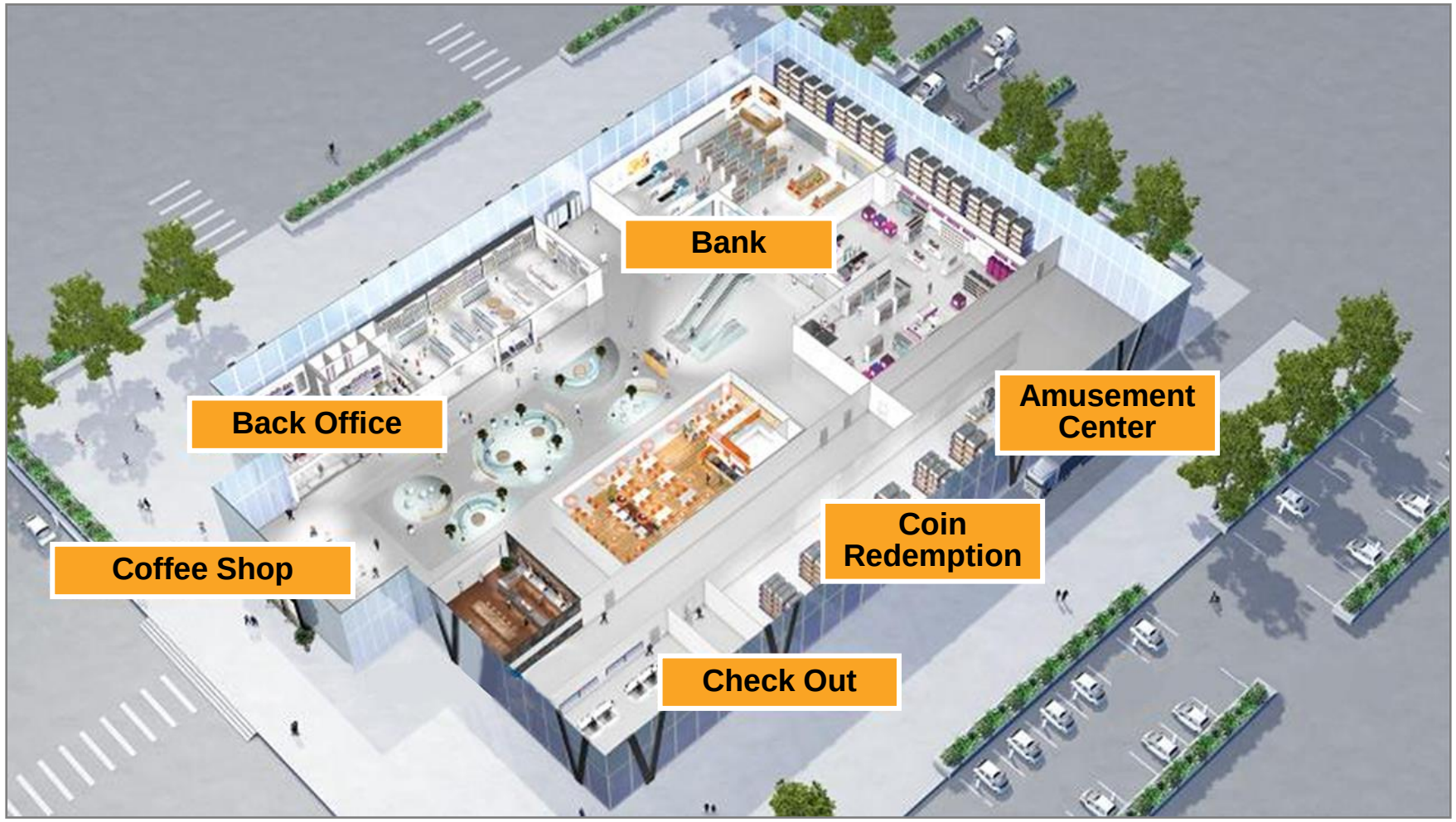


2018: **0%**
2020: **15%**

STRATEGIES CONTINUE TO BE CENTERED AROUND 5 PRIMARY VERTICAL MARKETS, COVERED BY ALL FOUR OF OUR SOLUTIONS

RETAIL OFFERS EXPANSIVE GROWTH OPPORTUNITIES

CRANE



RETAIL AUTOMATION LANDSCAPE CONTINUING TO EVOLVE AND EXPAND

EXTENDING OEM MARKET WITH NEW LINE OF CASHLESS DEVICES

CRANE







All-in-One Cashless Reader/Telemeter





CUSTOMER FACING SYSTEM SOLUTIONS

CRANE



OEM and DIY Self **Check-out Solutions**



Pay Station Solutions



Coin Redemption Kiosk Solutions

ENHANCING CUSTOMER EXPERIENCE AND DELIVERING OPERATOR PRODUCTIVITY

BACK-OFFICE SOLUTIONS

CRANE



Smart Safe Solutions



Note Scanner and Counter Solutions



Coin Counter Solutions

DRIVE ACCOUNTABILITY, SECURITY, AND PRODUCTIVITY

CONNECTED SOLUTIONS EXTENDING ACROSS PLATFORMS

CRANE



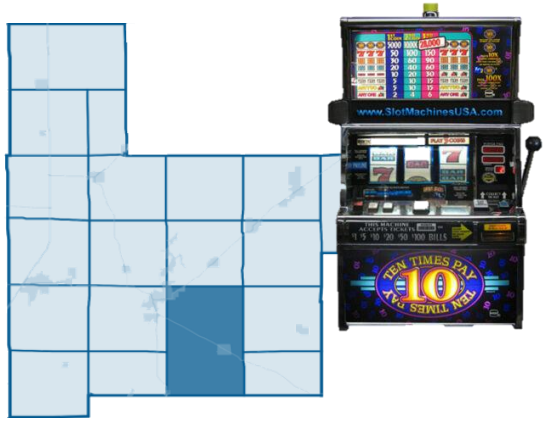
Peoria County

SIMPLIFI™





Cook County



Montgomery County



Champaign County

CONNECTIVITY PROVIDES INFORMATION THAT DRIVES PRODUCTIVITY

EXTENSIVE FIELD SERVICE OPPORTUNITIES

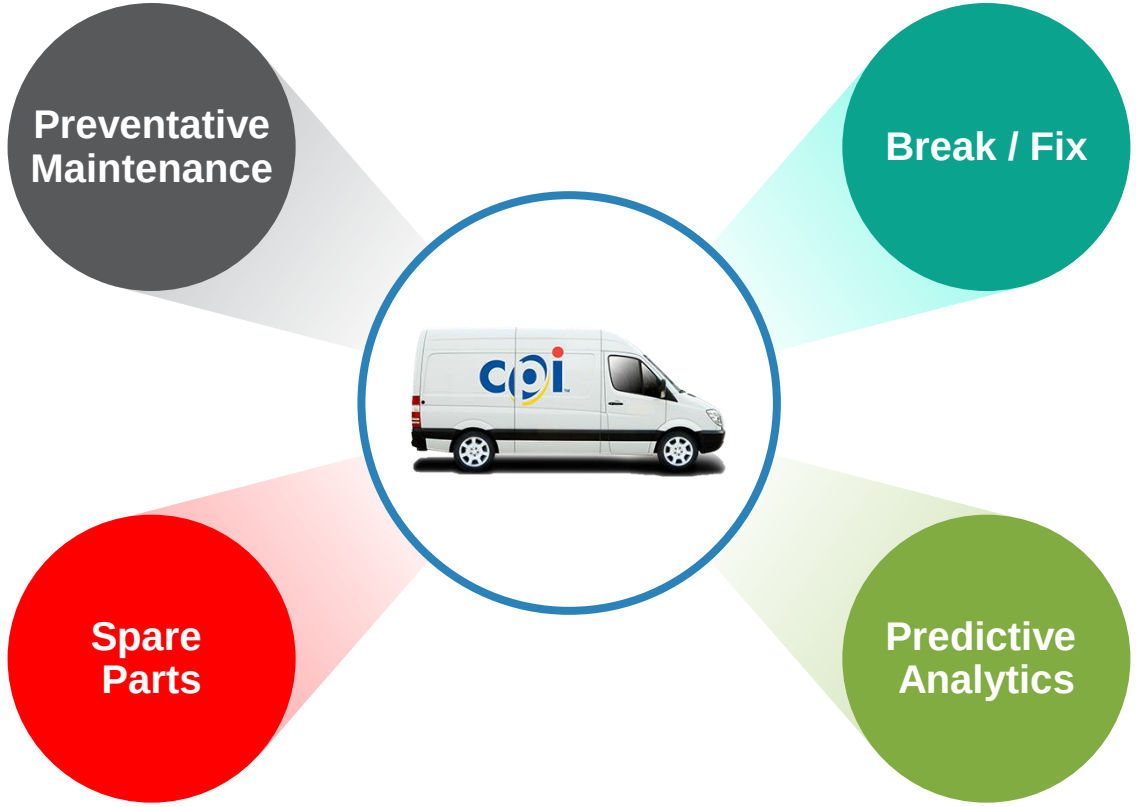
CRANE



Note Counter



ATM (by GRG)





Tell Cash Recyclers



Smart Safes

450+ PERSON STRONG FIELD SERVICE ORGANIZATION
PROVIDES AMPLE OPPORTUNITIES FOR GROWTH BEYOND CAPTIVE PRODUCTS

CRANE CURRENCY

NEW PRODUCTS INCREASING MARKETS AND ACCELERATING GROWTH

CRANE



TECHNOLOGY EXPANSION IS DELIVERING GROWTH

DESIGN AND TECHNOLOGY DRIVE GROWTH

CRANE

144 Denominations
49 Countries



62 Denominations
26 Countries, 2 Product

2014



105 Denominations
40 Countries, 3 Products

2017



144 Denominations
49 Countries, 5 Products,

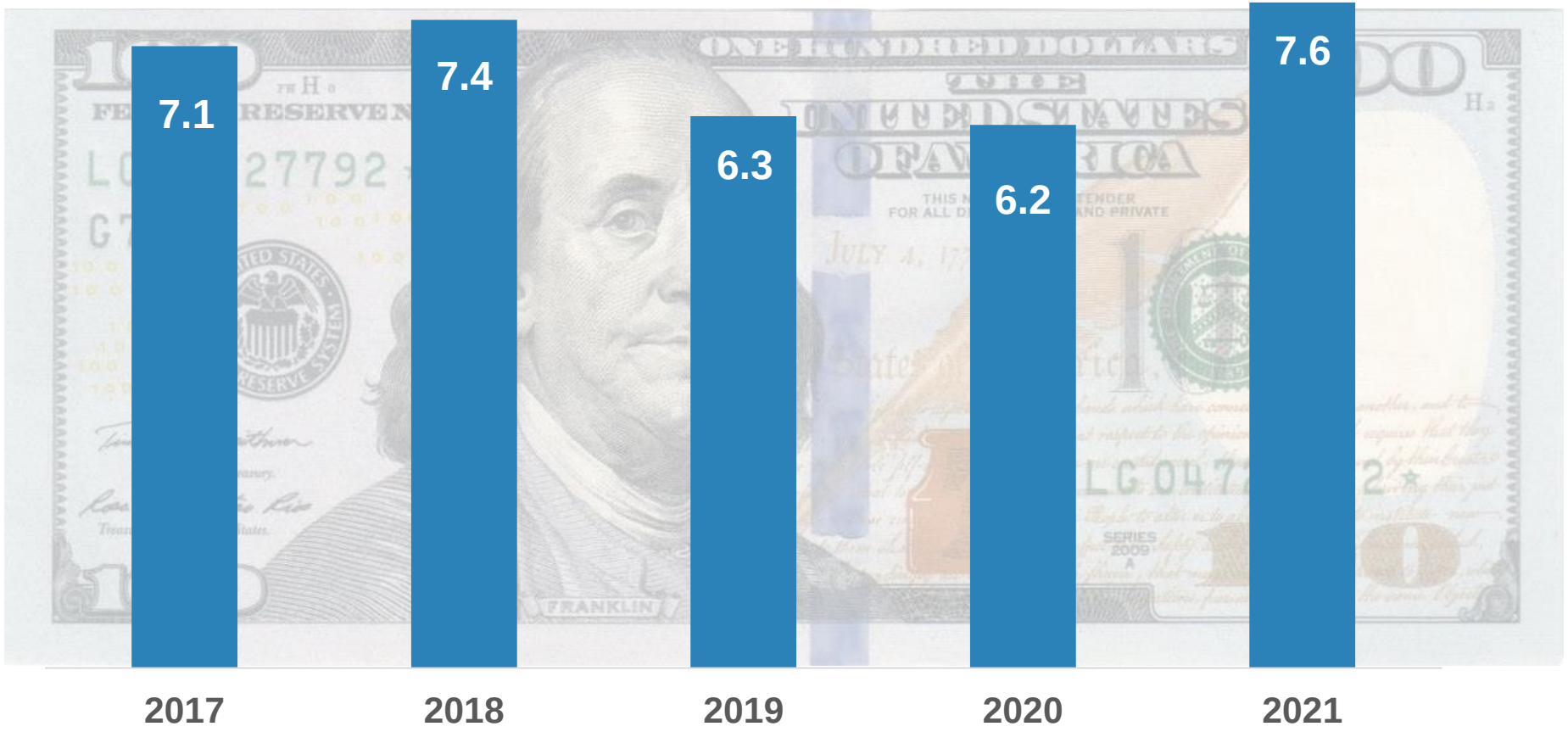
2020

ADOPTION OF CRANE'S MICRO-OPTICS ACCELERATED OVER LAST 10 YEARS

US BANKNOTE DEMAND EXPECTED TO REMAIN STRONG

CRANE

Federal Reserve Yearly Currency Orders*
(Billions of Banknotes)



NEW SERIES PROGRESSING; PROVIDES LONG-TERM GROWTH OPPORTUNITIES

* Yearly currency orders correspond to the U.S. Government's fiscal year which runs from October 1 through September 30.

AGENDA

CRANE

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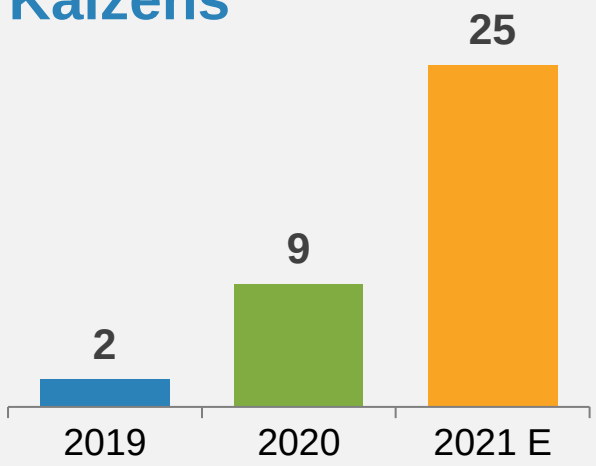
CUMMINS ALLISON: CBS & INTEGRATION EXCELLENCE

CRANE

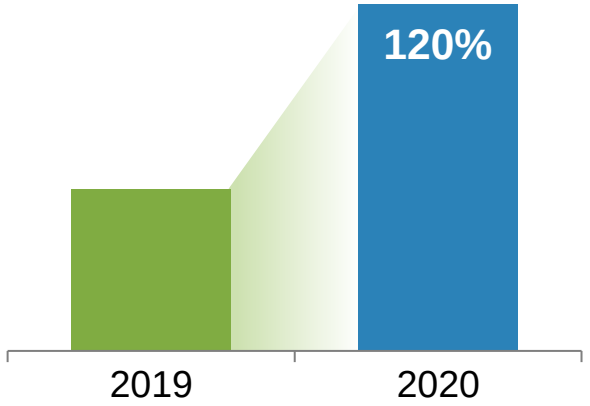
The **Driver**



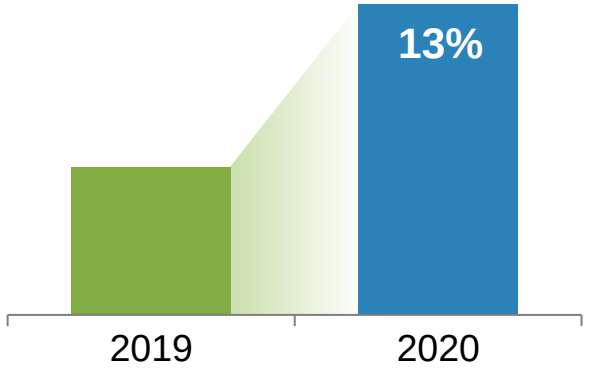
Kaizens



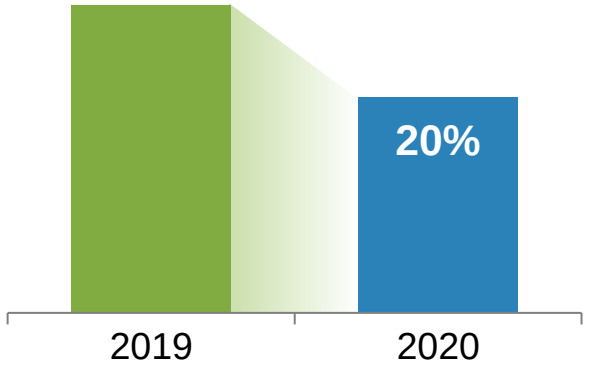
Operating Profit Improvement



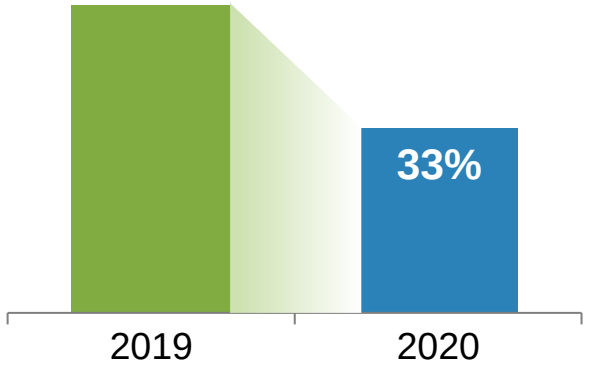
Productivity Improvement



Inventory Reduction



Space Reduction



AGENDA

CRANE

Results and Guidance

Growth Initiatives

Productivity and Efficiency

Summary

SUMMARY

CRANE

1. Continued Solid Performance Track Record
2. Positive Long-term Market Drivers
3. Technology Leadership
4. Scale Across Cash Cycle is a Differentiator

» FUNDAMENTALS THAT DRIVE FUTURE GROWTH


CRANE