CRANE NXT

CRANE NXT OVERVIEW

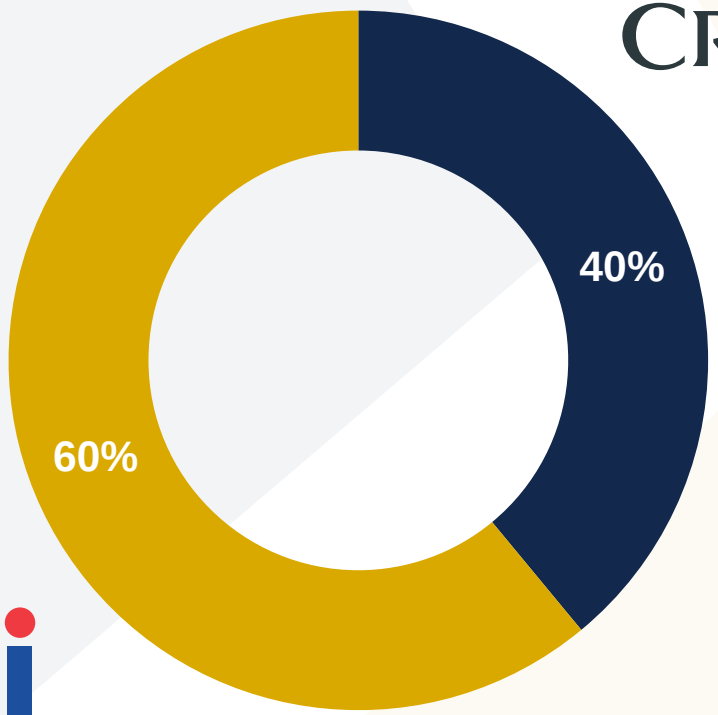
Kurt Gallo

Senior Vice President, Crane Co.



STRONG AND BALANCED BUSINESS PROFILE

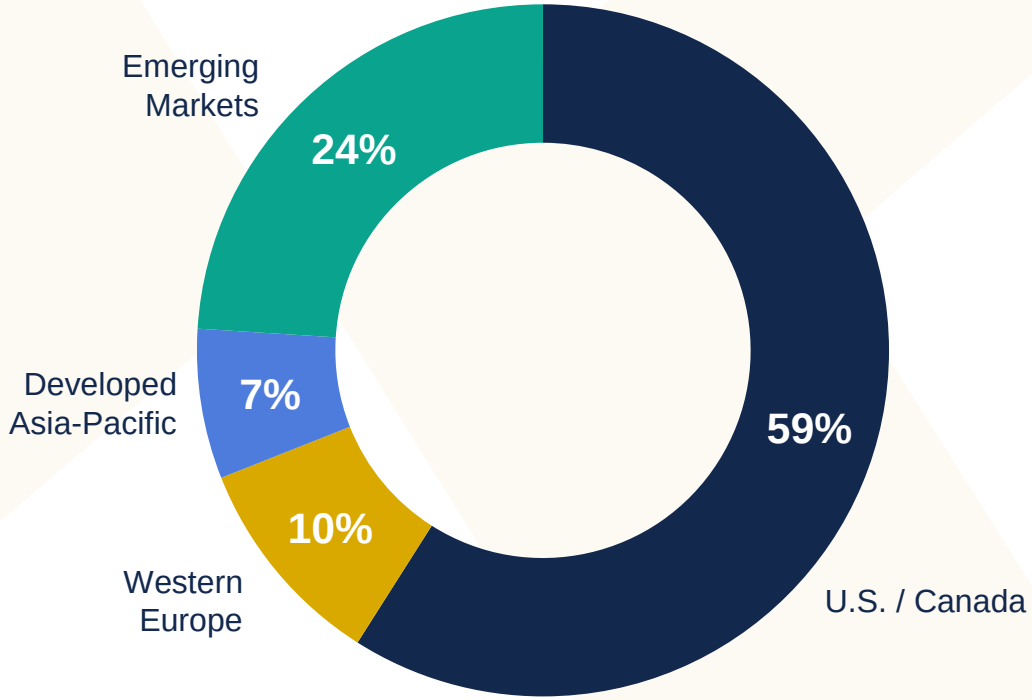
2021 Sales



CRANE CURRENCY

cpi

2021 Geographic Exposure



CRANE NXT

STRONG BASE OF STABLE RECURRING REVENUE

Currency Contracts



Service Contracts



Recurring Revenue 40%

Connectivity Services



Parts Replacement

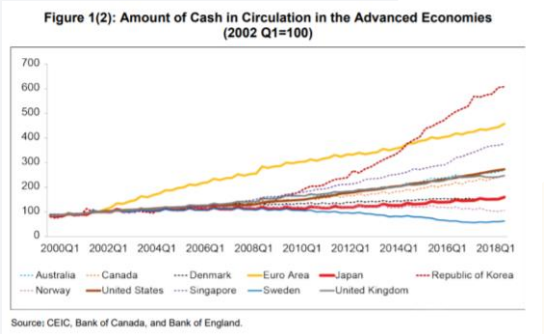


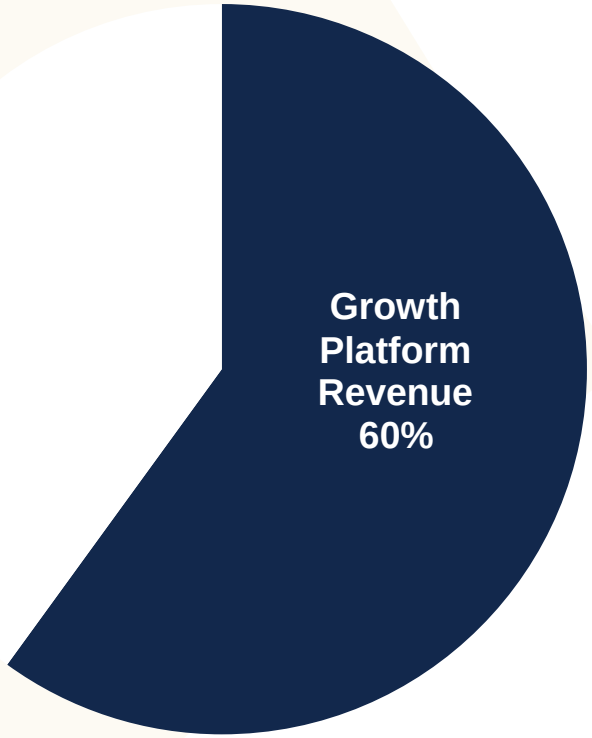
SECULAR DRIVERS FOR BOTH CURRENCY AND PAYMENT

Cash and Brand Security

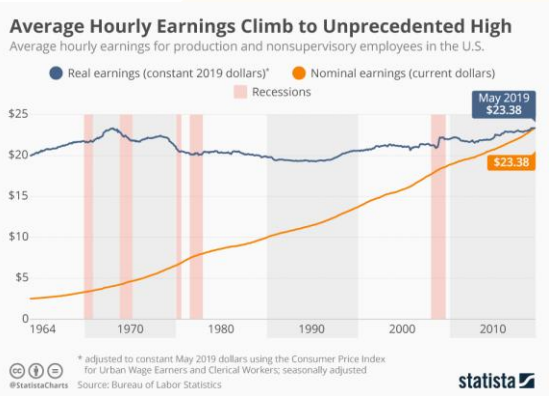


Global Cash Circulation





Labor / Wage Dynamics



Demand for Productivity

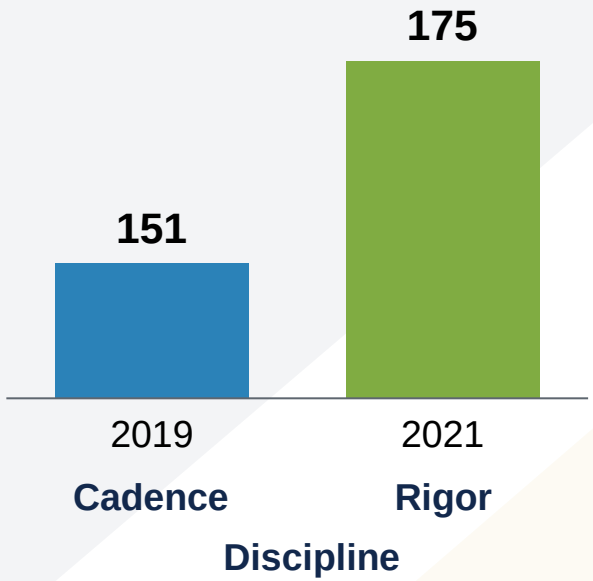


CBS FULLY INGRAINED & DRIVING RESULTS

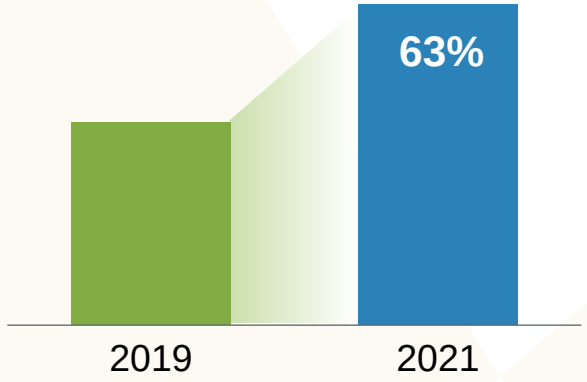
The **Driver**



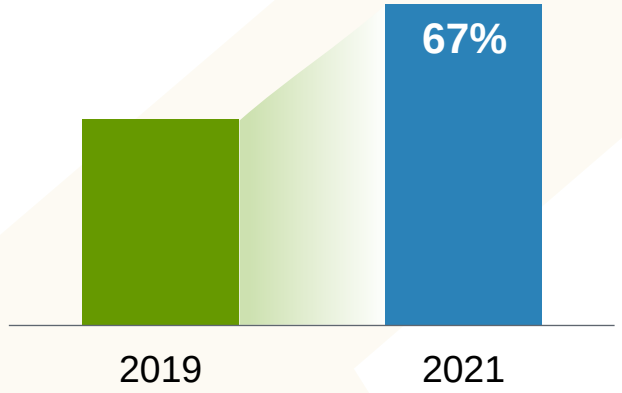
Kaizens



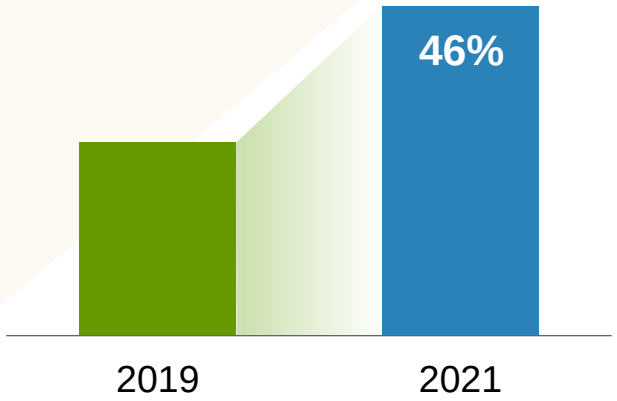
Operating Profit Improvement



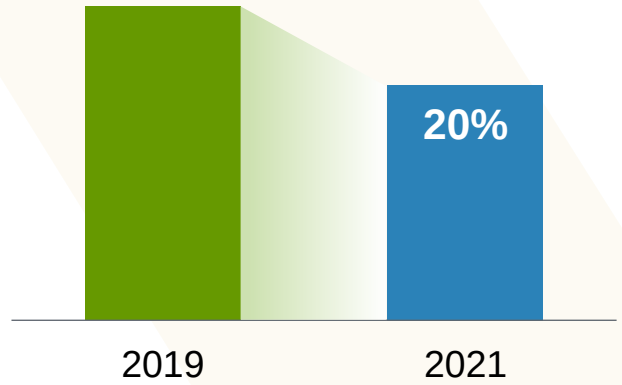
Productivity Improvement



CBS Tool Champions



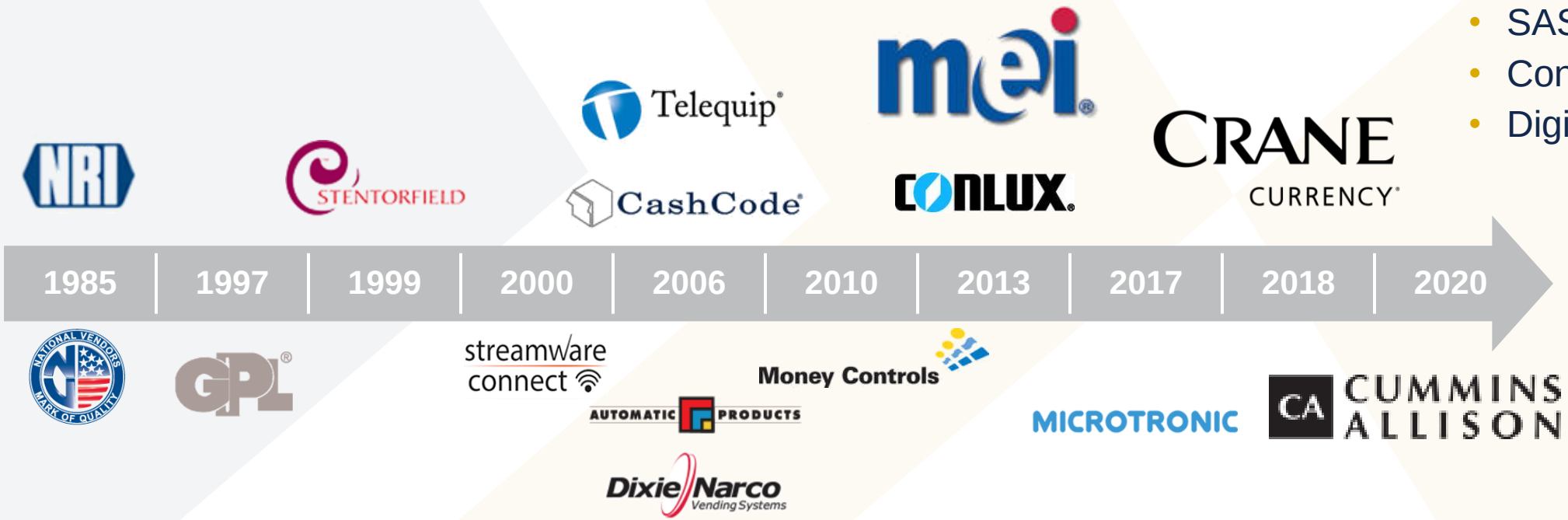
Space Reduction



LONG TRACK-RECORD OF SUCCESSFUL ACQUISITIONS

Future M&A Options

- Service network
- Payment systems
- Authentication
- SASS Model
- Connectivity
- Digital Payments



Numerous potential directions for additional growth via M&A

CRANE NXT

CRANE PAYMENT INNOVATIONS (CPI)



FOUR SOLID PLATFORMS FOR GROWTH

OEM Solutions
Market Size: $1.3 B



System Solutions
Market Size: $1.5 B



Connectivity Solutions
Market Size: $500 M



SIMPLIFI™

Service Solutions
Market Size: $750 M





Each solution serves all five primary vertical markets: retail, gaming, transportation, financial services, and vending

CRANE NXT

DIFFERENTIATED TECHNOLOGY PROVIDES BEST LEVEL OF PROTECTION IN THE PAYMENT MARKET

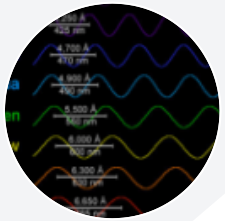


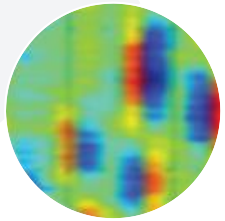








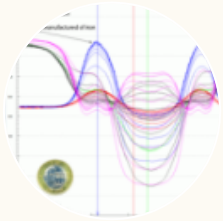














Infra-red | **Optical** | **Capacitive Array** | **Ultra Violet** | **Magnetic** | **Planar coils** | **Multi Frequency** | **Helmholtz**

$$\frac{\partial^2 A}{\partial r^2}+\frac{1}{r}\frac{\partial A}{\partial r}-\frac{A}{r^2}+\frac{\partial^2 A}{\partial z^2}=j\omega\mu\sigma A-\mu_0 I\delta(r-r_0)\delta(z-z_0)$$

EXPANDING ADDRESSABLE MARKET WITH CONNECTED AND CASHLESS SOLUTIONS

EV Charging



Smart Cooler





All-in-One Cashless Reader/Telemeter

Service Payment



Vending

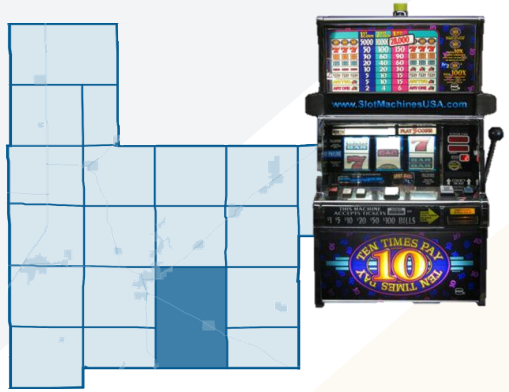


CONNECTED SOLUTIONS ACROSS VERTICALS PROVIDES INFORMATION TO DRIVE PRODUCTIVITY

Peoria County



Montgomery County



SIMPLIFI™



Cook County



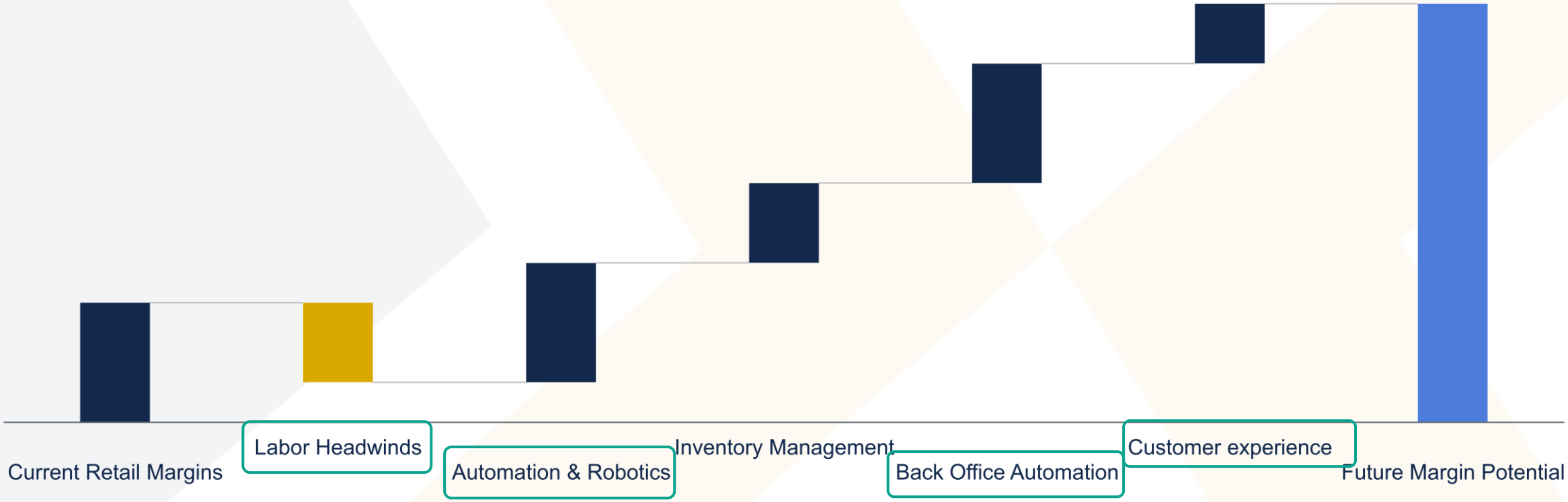
Champaign County



CRANE NXT

OUR SOLUTIONS ADDRESS RETAILERS' CRITICAL NEEDS

Technology is expected to double store profitability*



Payment automation improves customer experience and drives productivity

*Source: https://www.mckinsey.com/featured-insights/the-next-normal/shopping

LABOR AND WAGE TRENDS DRIVING NEW DEMAND FOR RETAIL AUTOMATION

Standardized and Custom Self **Check-out Solutions**



Coin Redemption Kiosk Solutions



Enhancing customer experience and delivering operator productivity

RETAIL AUTOMATION PENETRATING NEW MARKETS

Kelly Williamson Convenience Store



European Bakery



Strong, proven ROI supports further growth for automation solutions

PROVIDING THE FULLY CONNECTED ENVIRONMENT THAT CUSTOMERS INCREASINGLY REQUIRE





Back Office Processing



Data Analytics Management Systems







Consumer Facing Processes

EXTENSIVE FIELD SERVICE OPPORTUNITIES



Note Counter



Crypto Kiosks

Preventive Maintenance

Break / Fix



Spare Parts

Predictive Analytics



Teller Cash Recyclers



Smart Safes

450+ person strong field service organization provides significant opportunities for growth beyond captive products