



FULL YEAR RESULTS PRESENTATION

Year Ended 31 March 2024

JUNE 2024

James Dickson
Chairman & CEO

Mark Foster
CFO



Transforming Business Performance: Providing Actionable Insights from Critical Data Analysis

SMART MACHINES

UNATTENDED RETAIL DIVISION – c. 40,000 MACHINES

Comprehensive vending management system and contactless payment solution

Leading the Market with Our Award-Winning Cloud-based end-to-end solution.



BEVERAGE METRICS

HOSPITALITY DIVISION – c. 10,000 PUBS, BARS, RESTAURANTS

Market leading comprehensive beverage and bar management system

Transforming customer profitability by reducing waste and POS shrinkage, whilst driving quality, consumer experience and sales.



SAAS business framework with long term client commitment featuring 3 to 5 Year contracts



STRONG FINANCIAL PERFORMANCE DESPITE CHALLENGING ECONOMIC CONDITIONS

£15.18M REVENUE

(FY 2023: £14.12m)

£12.94m RECURRING REVENUE

85% OF TURNOVER
(FY 2023: 89%)

c.69% GROSS MARGIN

+4.5% (FY 2023: 66%)

EBITDA + c 10.8% AT £4.01m

PRE- SBP and Exceptional costs net of BMI costs C£0.5M (FY 2023:
£3.62m)

£3.47m ADJ. OPERATING PROFIT +c.11.6%

Net of BMI ops costs c£0.5m (FY 2023: £3.11m)

£3.67m OPERATIONAL CASH GENERATION

POST-WORKING CAPITAL, pre tax rebate (FY 2023: £2.02M)

c.104% NET EBITDA CASH CONVERSION

NET DEBT REDUCED TO £1.52M

(FY2023: £3.37m)

EPS 2.72p

(FY 2023: 0.56p)

RESUMED DIVIDEND IN FY2023

GOOD MOMENTUM IN SMART MACHINES DESPITE H1 AND Q3 DELAYS DUE TO MNO 3G SWITCH OFF

**TAILWINDS FROM DELAYS
IN 3G TRANSITION**
DRIVING Q4 & FY25 SALES
GROWTH

**6.46% MACHINE UNIT
ESTATE GROWTH**
to c36,100 DEVICES

73 NEW CONTRACT WINS
on MULTI YEAR TERMS

c 74% RECURRING REVENUES
at £4.83m
(FY 2023: £4.76m, 80%)

**8,900
NEW MACHINE UNITS
CONNECTED (+35.8%)**
(FY 2023: 6,554)

ADJ. OP £2.46M up c.22.4%
(FY 2023: £2.01m)

SMARTVEND

Management Platform

- Service module - Jan 2023
- Finance module - June 2024
- Benefits will drive fully connected vending estates



SIGNIFICANT FORECOURT PROGRESS WITH PARTNER SURESITE FOLLOWING H1 GROUNDWORK

UK SELF SERVE MARKET

c.1,500 Automated Car Washes
c.7,000 Jet Wash
c.5,000 Vac
c.9,000 Air Towers
(Figures from the CWA)

SURESITE

c 600 DEVICES
> 200 INDEPENDENT CUSTOMERS

RONTEC

850 DEVICE ORDER SECURED
6-month rollout completing by
July 24

WILCOMATIC

1,200 DEVICE ORDER SECURED
6-month rollout completing by
August 24

FIELD TRIALS UNDERWAY

TRIAL 1 – 500 DEVICES
TRIAL 2 – 700 DEVICES
TRIAL 3 – 900 DEVICES
TRIAL 4 – 300 DEVICES

LINKED OPPORTUNITY

Pan European operators
Vending on un-manned forecourts
Micro markets used in wash areas
(non-forecourt)

HOSPITALITY TURNING THE CORNER AND IMPROVING GROWTH OUTLOOK

SOLID INSTALLED BASE - 9,640 PUBS

260 new installations ; pub closure rate decreasing.

Long-term contracts secured - 3 new and 8 renewals

Pub closure rate declining & Data driven digital transformation stimulating demand

TURNOVER

+ 5.5% at £8.62m

(FY 2023: £8.16m)

94% RECURRING REVENUE

£8.10m

(FY 2023: £7.75m, 95%)

OPERATING PROFIT

Up c. 4% at £3.94M

(FY 2023: £3.79m)

BEVERAGE METRICS LAUNCH - H2 24



BMI INTEGRATION EXTENDS MARKET REACH

Product re-engineered

- lower cost
- enhanced features
- alerts and dashboard
- user experience



POSITIVE PROSPECTS IN UK HOSPITALITY DIVISION

VIANET UK BASE – 9,600 PUBS

£8.1M recurring revenue

Monitor c 8.6M pints/week

Protect c £2.2bn Retail

Long term contracts all major L&T
pub companies

BEVERAGE METRICS OPPORTUNITY

Draught beer module
Standalone stock module
Wider pub market
Hotels / Clubs / Stadiums

c 41,000 UK PUB MARKET

c.12,000 Leased & Tenanted
c.10,000 Managed
c. 19,000 Independent

OPPORTUNITIES IN CURRENT CUSTOMERS

c.1,000 sites

Key opportunities for full estate
coverage to enable estate wide
reporting and data analytics

KEY PILOT A

1,200 sites

Managed paid pilot in 30 pubs with
very encouraging results

KEY PILOT B

250 TAP STADIUM

Oval Stadium pilot with potential
for further stadium rollouts

STRATEGIC ACQUISITION OF BEVERAGE METRICS EXTENDING CAPABILITIES

COMPREHENSIVE, SCALABLE, AND PROVEN ON-PREMISE BAR MANAGEMENT SOLUTION

CONFIGURABLE DASHBOARD – EVERYTHING A MANAGER NEEDS IN 30 SECONDS

FINANCIAL DATA – SHIFT POS LOSS, POUR COST, MARGIN ANALYSIS, KEG DEPOSITS

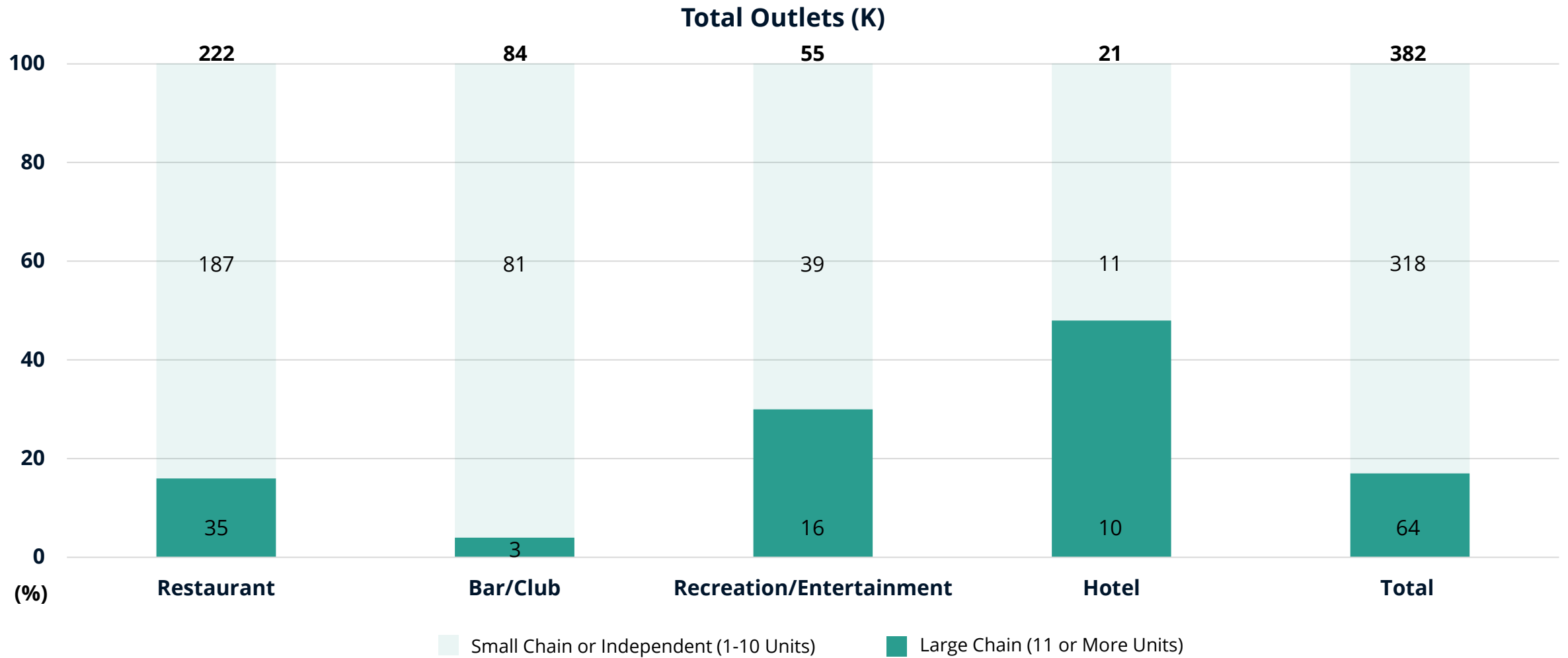
ALERTS AND QUALITY CONTROL - LINE CLEANING, TEMPERATURES, QUALITY GRADING

ENCOURAGING UK AND USA PROGRESS SINCE H2 2024 LAUNCH

PARTNERING IN USA TO PROVIDE END TO END BEVERAGE MANAGEMENT P2P PLATFORM

SIGNIFICANT USA MARKET OPPORTUNITY

USA ADDRESSABLE MARKET - 382K LICENSED ON PREMISE UNITS ACROSS FOUR KEY SEGMENTS



BEVERAGE METRICS SUCCESSFULLY TRACKING TOWARDS USA PROFITABILITY

PROPOSITION

TYPICAL ROI 3-6 MONTHS

PERFORMANCE & PRODUCTIVITY

INTUITIVE MINUTE / DAY

SELF FUNDING – ONE PINT/DAY

MARGARITAVILLE

FRANCHISE TECHNOLOGY STACK

24 EXISTING SITES

> 100 SITE OPPORTUNITY

BEER & INVENTORY

CHILIS

20 SITES

UPGRADE TO BEVERAGE METRICS

20 SITE FOOTPRINT EXPANSION

1,233 SITE OPPORTUNITY

APPLEBEES FRANCHISEE

PILOT ROI 3 MONTHS

> 100 SITE OPPORTUNITY

1,569 TOTAL OPPORTUNITY

OUTBACK PILOT

PLANNING 10 SITE PILOT

VALIDATE PRE-COVID PILOT RESULTS

SITES: c700 USA c250 ROW

OUTLOOK FY2025

MONTHLY BREAKEVEN

c. 150 DRAUGHT BEER SITES

c. 100 3D FAST SCAN INVENTORY SITES

WWW.FINTECH.COM IS A MARKET LEADER AND THE PARTNERSHIP CREATES UNIQUE ACCESS/RTM

40% OF ALL RETAIL & HOSPITALITY ESTABLISHMENTS WITH ALCOHOL LICENSES RELY ON FINTECH

50 MILLION ALCOHOL INVOICES WORTH USD 50BN PROCESSED ANNUALLY

PAYMENT SOURCE™ USED BY 240,000 RETAIL CUSTOMERS AND 5,000 DISTRIBUTORS / SUPPLIERS

PAYMENT SOURCE™ FACILITATES OVER 1.1M B2B RELATIONSHIPS

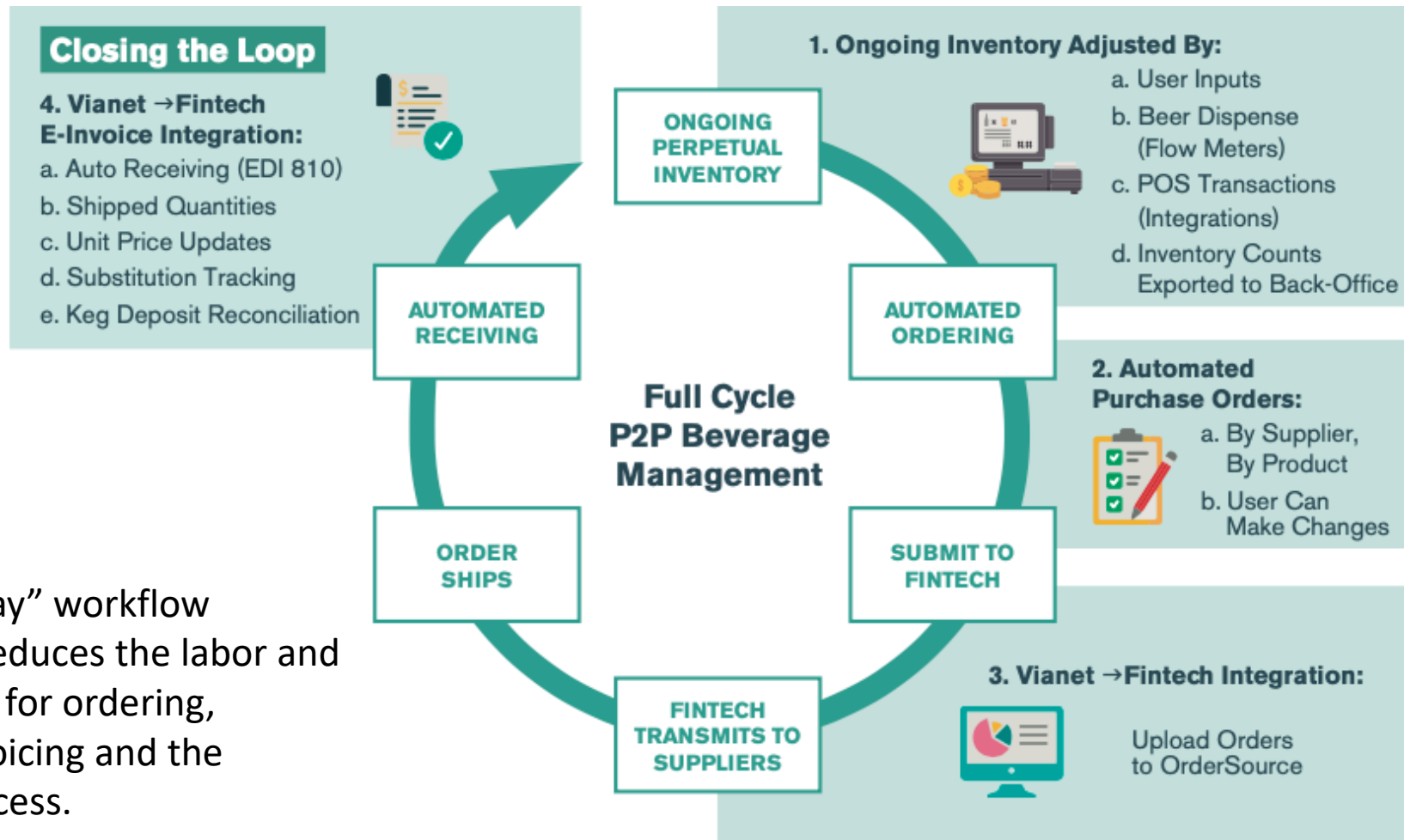
OVER 90% OF NATIONAL ON-PREMISE CHAINS USE FINTECH

WARM INTRODUCTIONS TO NATIONAL CHAIN DECISION MAKERS

UNIQUE ACCESS TO FRAGMENTED INDEPENDENT SECTOR – 90,000 WITH FINTECH

FINTECH ORDERSOURCE™ INTEGRATION ENABLES FULL CYCLE P2P & SUPPLY CHAIN AUTOMATION

“Procure to Pay” workflow significantly reduces the labor and time required for ordering, receiving, invoicing and the inventory process.



GOOD FINANCIAL PERFORMANCE ACROSS KEY METRICS

	Unaudited (£'000s)		
	FY22	FY23	FY24
Turnover	13,215	14,115	15,176
Gross Profit	8,561	9,378	10,431
GP %	64.8 %	66.4 %	68.7 %
Operating Expenses^(a)	(6,198)	(6,273)	(6,962)
EBITDA^(b)	2,649	3,624	4,012
Operating Profit^(b)	2,363	3,105	3,469
OP %	17.9%	22.0%	22.9%
(LBT)/PBT - Pre Exceptionals^(c)	(53)	574	929
(LBT)/PBT %	(0.4)%	4.1 %	6.1 %
(LBT)/PBT	(174)	452	784
(LBT)/PBT %	(1.3)%	3.2 %	5.2 %
EPS	0.65	0.56	2.72

(a) Exceptional items: charges of FY 2022 £121k, FY 2023 £122k, FY2024 £145k

(b) Pre amortisation, share based payments and exceptional items

(c) Pre exceptional, post amortisation

Source: Company at 30 March 2024 Standard: IFRS

GROSS PROFIT GROWTH UNDERPINNED BY STRONG RECURRING REVENUES

	FY 2022 (£000's)		FY 2023 (£000's)		FY 2024 (£000's)	
	Smart Zones	Smart Machines	Smart Zones	Smart Machines	Smart Zones	Smart Machines
Turnover	7,831	5,384	8,163	5,952	8,615	6,561
Gross Profit	5,495	3,072	6,289	3,112	6,894	3,583
GP %	70.2%	57.1%	77.0%	52.3%	80.0%	54.6%
EBITA - Pre Exceptionals	2,991	1,818	3,789	2,013	3,936	2,460
Recurring Revenue	7,487	4,122	7,764	4,753	8,101	4,834
Recurring Revenue %	96%	77%	95%	80%	94%	74%

Source: Company at 31 March 2024 Standard: IFRS

BUSINESS EXPANSION IS DRIVING CASH GROWTH

Cash Flow	FY/22	FY/23	FY/24
	£'000	£'000	£'000
Operating Profit / (Loss)	(36)	1,580	1,060
Depreciation	489	519	544
Amortisation	2,195	2,254	2,164
Loss on disposal of assets	83	24	61
Deferred consideration release	(76)	0	0
Net Operational Cash Inflow pre WC	2,655	4,377	3,829
Movement in WC	(341)	(2,411)	(259)
Net Operational Cash Inflow post WC pre tax rebtate	2,314	1,966	3,570
Tax rebate	0	0	922
Net Operational Cash Inflow post WC	2,314	1,966	4,492
Payments to acquire fixed assets, R&D capitalisation of intangibles	(2,446)	(2,370)	(2,309)
Bank refinance, interest and new leases	(1,427)	(1,198)	786
New leases and lease repayments	(28)	166	106
Dividends paid	0	0	(148)
Shares cancelled and shares issued	(124)	0	(106)
Underlying Net Cash (Outflow)/Inflow	(1,711)	(1,436)	2,821
Share based payment charge	83	71	100
Net Cash (Outflow)/Inflow	(1,628)	(1,365)	2,921

Note: FY23 operating profit and WC movement includes the accrual for the tax rebate received in FY24.

Source: Company at 31 March 2024 Standard: IFRS

STRONG BALANCE SHEET AND ENHANCED DEBT REPAYMENT PROFILE

	March 2022	March 2023	March 2024
Fixed Assets	27,094	26,650	27,067
Intangible	23,832	23,280	23,740
Property Plant equipment	3,262	3,370	3,327
Net Current Assets	914	834	3,709
Stock	1,573	2,276	2,185
Debtors	2,690	3,781	3,873
Tax	386	(827)	(810)
Cash	1,583	69	1,822
Overdraft	(1,317)	(1,168)	0
Creditors	(4,001)	(3,297)	(3,361)
Total Assets Less Current Liabilities	28,008	27,484	30,776
Long Term Creditors	(2,273)	(1,517)	(3,584)
Net Assets	25,735	25,967	27,192

a) HSBC refinanced with RCF, term loan and mortgage at rates between base rate plus 2.42% and 2.62%

Source: Company at 31 March 2024 Standard: IFRS

ON TRACK TO DELIVER SUSTAINED GROWTH

**HEALTHY PIPELINE & SOLID
REVENUE BASE ENSURING
RECURRING GROWTH**



**PRODUCTS ALIGNED
WITH LARGE-SCALE
USA/UK MARKETS**



**SMART
MACHINES**

SALES PIPELINE ACCELERATING

- 3G NETWORK TRANSITION
- NEW CONTRACTS
- STRATEGIC FORECOURT ENTRY



**DATA & INSIGHT DEMAND
FUELLING COMMERCIAL
OPPORTUNITIES**



**CONTACTLESS
PAYMENTS ACCELERATING**



**VERY WELL POSITIONED
TO ACCELERATE GROWTH**



QUESTIONS?

SMART MACHINES DASHBOARDS AND ALERTS DRIVE CUSTOMER PROFITABILITY

STREAMLINED OPERATIONS

Real-time operations oversight



MAXIMISING ASSET UTILISATION

Optimising Asset performance for peak profitability



DRIVING SALES GROWTH

Enhancing sales efficiency



EFFICIENT STOCK MANAGEMENT

Advanced predictive stock & warehouse management



CUSTOMER BENEFITS

4% Cash shrinkage
6% Stock shrinkage
8% Labour efficiency
15% Sales uplift

PAYMENT & ACCOUNTING

Contactless payment integration and cash management



MINIMISING VISITS

Optimised route planning – remote asset updates – helping net zero targets



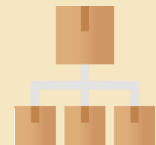
INSIGHT & ANALYTICS

Market Data Analysis



PRODUCT AND PLANOGRAM

Real-time product performance tracking



PROVEN DRINKS MANAGEMENT SOLUTION DRIVING CUSTOMER MARGINS AND PROFITABILITY

THROUGHPUT

Pinpoints underperforming lines and brands to optimise output.



SEAMLESS POS INTEGRATION

Integrates with all leading POS systems for streamlined operations.



POS SHRINKAGE & PRODUCT MARGINS

Identifies POS discrepancies to safeguard sales and margins.



POURING WASTE

Enhances pour accuracy, boosting profits and reducing waste.



CUSTOMER BENEFITS

>7% Cash shrinkage
10% Waste reduction
5% Labour efficiency
4% Sales uplift

INVENTORY MANAGEMENT

Reduces labour intensive tasks from the palm of your hand.



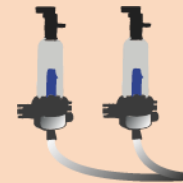
COOLER & REMOTE COOLING TEMPERATURE

24/7 monitoring to maintain quality, decrease waste, and save energy.



LINE CLEANING

Automated alerts for lines due cleaning to ensure quality.



SUPPLIER ORDERING

Automates stock monitoring and orders for maximum productivity.

