



SAPRA Annual General Meeting

G4S Deposita 2019



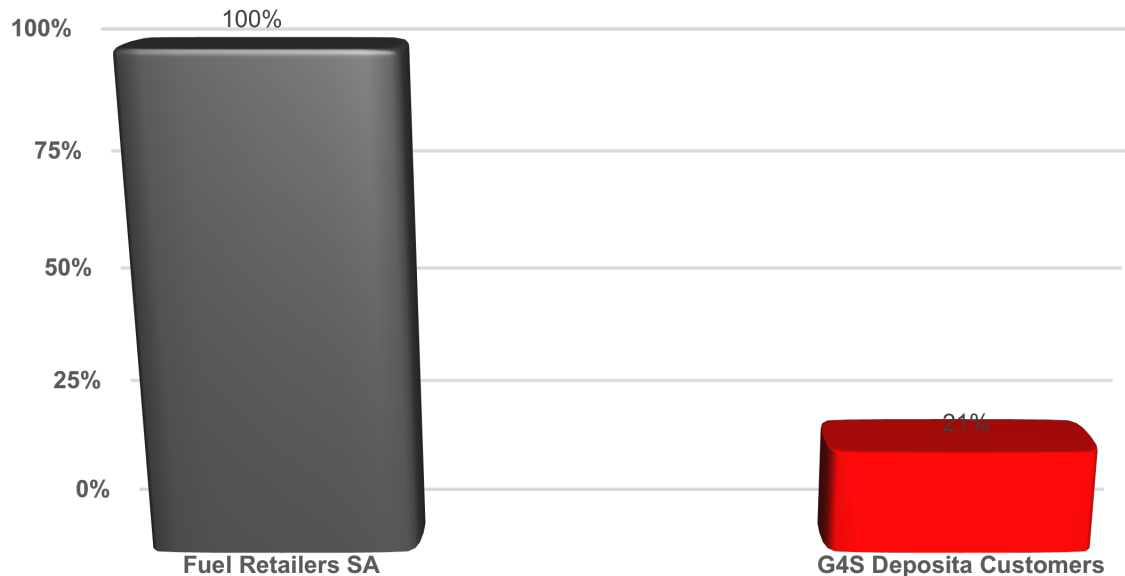
Cash Management Perfection

About us

- Initiated in 2004
- 9 994 devices live (Will have more than 10 000 devices live in August)
- Over 2 000 devices in more than 23 countries globally
- Own technical team
- Own hardware and software development team
- Own customer call centre (operates 24 / 7)
- Process on average R7 - R9 Bn cash monthly

Fuel Retail Customers

G4S Deposita - Fuel Retail Customers

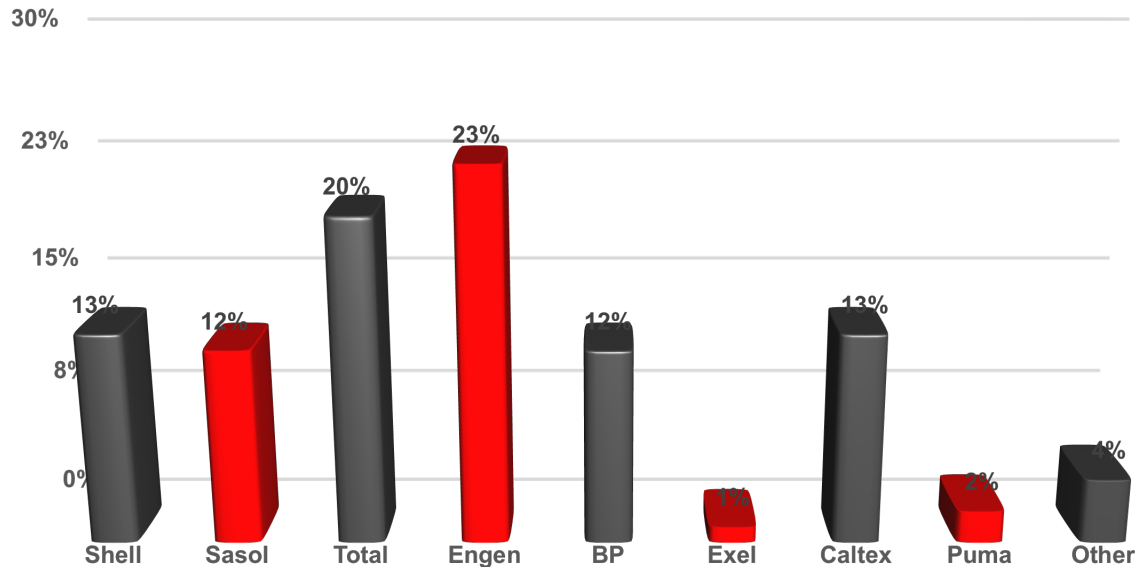


**G4S Deposita
services
21,2% of the
Fuel Retail
Customers in
South Africa**

***Source: South African Petroleum Industry Association -
SAPIA***

Fuel Retail Brand Footprint

Brand Footprint - G4S Deposita Portfolio



**G4S Deposita
services 978
Fuel Retail
Customers in
South Africa**

Fact: Fuel Retail customers make up 10% of the G4S Deposita customer base

From the EYE's of our retailers

I am a G4S Deposita customer for 14 years, I was one of the first customers to join Deposita and have never looked back. I have comfort in the security aspects, risk mitigation and the safety of my cash. The entire cash management process is efficient. I can not imagine my sites without the G4S Deposita solution. It is a world class product.



Johan Botha
Total Waverley
Total Silvertondale
Pretoria, Gauteng

The G4S Deposita solution brings the bank to my site and add significant value. The solution saves time and money, it is convenient and minimises my losses. Without G4S Deposita I would feel unsafe and would feel if I have a target on my back.



Ashraf Moosa
Engen Wembley
Engen Eagles Nest
Engen Westing House
Total Boksburg
Caltex Crystal Park
Johannesburg, Gauteng

From the EYE's of our retailers

Since day one of installation the device has met our needs. The turn around time for technical support is fast. We love the option to cash up when we want and this is a huge benefit. The device is user friendly and is easy to access. Receiving the cash in our bank same day is a huge benefit.



Martin Kallis
BP E&R Motors
Beaconvale, Western Cape

The device minimises our risk and we are saving a lot on bank charges. Overall turn around time is fast and effective and we love this product. We do not regret spending money on this solution.



Brink Augustyn
Shell Robertson
Robertson, Western Cape

From the EYE's of our retailers

G4S Deposita offers a full end to end solution. Not only do they minimise our risk on site, we can do our own recons at the touch of a button. The G4S Deposita solution brings a lot of efficiencies to our business. There are no discrepancies between what is in our device and what gets paid into our bank account. That is why they have been our service provider of choice for the past 12 years. Their solution makes my staff and customers feel safe.



Hugo Kruger
Total Pierre van Ryneveld
BP Atterbury
Pretoria, Gauteng

I definitely can recommend G4S Deposita. The whole process is easy and their service is excellent!



Lina van der Ahee
Total Glenroy
Port Elizabeth, Eastern Cape

From the EYE's of our retailers

We thank G4S Deposita for the excellent service that is always on time. We would recommend the solution any time.



Gloria Gwebu
Sasol Mamelodi
Pretoria, Gauteng

G4S Deposita provides excellent service and support. In the three months revamping my site, I reverted to a manual process and realised the value of having a Deposita solution.



Dawie Ernst
Caltex Nuffield
Caltex Nigel
Johannesburg, Gauteng

From the EYE's of our retailers

I find the G4S Deposita solution to be very effective and it has made life a lot easier in terms of reconciliation of cash.



Kate Brewis
Shell Gonubie Motors
East London, Eastern Cape

G4S Deposita is very accommodating and always willing to assist. There are not a lot of companies who are willing to meet a client's specific needs and requirements.



Barney van Heerden
Total Parys
Parys, Free State

From the EYE's of our retailers

The G4S Deposita solution is accurate, I have no shortages, it is safe and the technical support is efficient. The down time on the device is minimal.



Allister Edwardes
Sasol Margate
Margate, KZN

We currently use the G4S Deposita device, we are very satisfied with the solution. It provides an end to end solution and it brings value into our day to day business.



Michael Fullard
Engen Sentinel
Houtbay, Western Cape

How does Deposita benefit the Fuel Retailer?

- “One Stop Shop” – provide full end to end solution
- Improved operational efficiency
- No miscounts
- Wide range of devices to choose from
- Under the counter / through the wall installation at fuel outlets
- Frequent skimming of tills
- Lower risk for robberies
- No pilfering
- Secure onsite storage of banknotes
- Accurate financial reporting and access to related information via a user friendly web portal
- Note count and validation at point of tender
- No cash reconciliation differences between the customer and other intermediaries
- Deposits identifiable by cashier and shift
- Improved cash flow versus manual banking

Current Retail Product Ranges



d1200

Options

- Bag
- Canister
- R80 000 per day
- One note feeder



d2400

Options

- Bag
- Canister
- R160 000 per day
- Two note feeders



dbts10000

Options

- Bag
- CAT3 optional
- R500 000 per day
- High speed note counter

New Retail Product Ranges



d2400SL UC

Options

- Under Counter
- Bulk note feeder
- 4000 notes
- Bag



d4000/d10000

Options

- High speed note counter
- 4000 notes
- Bag
- Escrow
- 600 notes per minute
- R300 000 per day



j4000/10000

Options

- High speed note counter
- 4000 notes
- Bag
- Non-Escrow / Escrow
- 480 notes per minute
- R300 000 per day



dc4

Options

- Stand-alone
- 4 Canisters
- Touch screen

“Through the Wall” solution



Enhanced Security Features

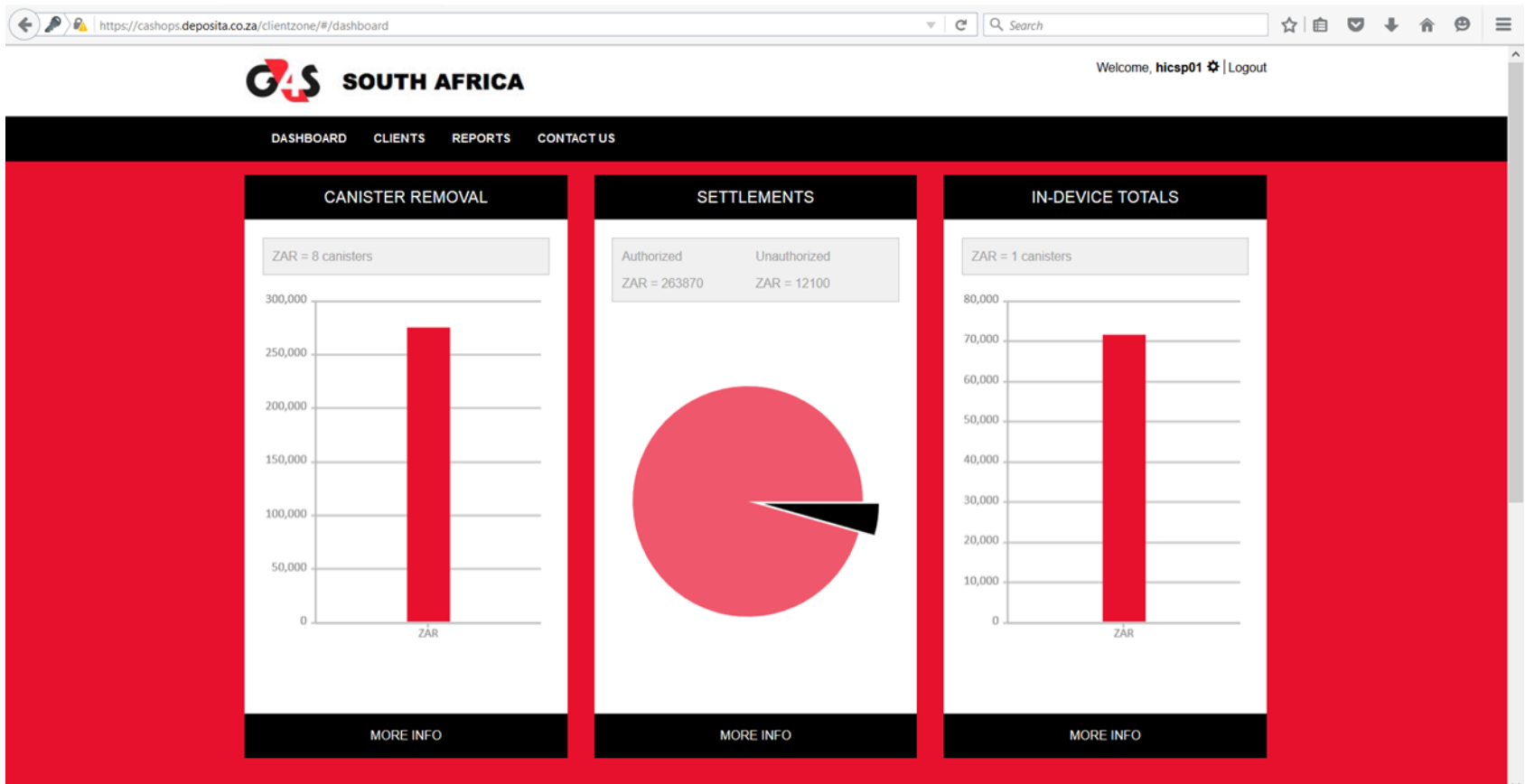
- New high speed range – improved security features to limit violent attacks
- Front door sensor
- Active device monitoring - linked to our Call Centre
- Keyless entry
- Dedicated CIT card access
- Back up battery for transaction completion
- Bolted down with chemical bolts
- Vented enclosed section – minimal effect of explosions
- Dye stain on bag solution – passive (awaiting SARB approval)
- Bag solution – bombing deterrent/cash destroyed
- Anti-pilfering bag design
- Improved diagnostic touch screen
- Bill validator – note jam display on touch screen

Additional Device Features

We offer you.....

- Split banking
- Various settlement models
- Touch screen or card option
- Referencing (cardless)
- Bio-metrics (cardless)
- Through the wall
- CAT 3
- Under counter device
- High speed note counters
- Bank agnostic
 - Contract through your current bank (Absa/FNB)
 - Contract through Deposita settled directly to your bank
- Multi vendor solutions (Flash/Blue Label)

Advanced Web Portal – Client Zone



Fuel for Thought

For most consumers, a fuel station is a place where they can stop if they need to rest after a long trip or grab a quick bite to eat, not to mention to fill up their petrol tank.

Some also use a fuel station as a place to stop to pick up the daily essentials.

People would also drive to the nearest fuel station if they feel they are in danger. Fuel stations give consumers a sense of comfort and safety because it is a familiar location that everybody can identify with, they are open 24/7 and you are guaranteed to always find people there.

However it is important not to let your guard down when visiting one. There is a growing trend for fuel stations becoming hot spots for hi-jacking or robberies.

Cash Acceptance Devices are also under attack, irrespective the size, category or systems.

Robberies at fuel stations are a industry problem executed with a specific strategy in military style.

Retailers should investigate measures to protect the different defence barriers.

Let's make our fuel stations safe again!

Defence in Depth

Defence in depth is a strategy that seeks to delay the attacker rather than to prevent the advance of the attacker with the main focus of buying time.

It is not practical possible to prevent attacks and or to defeat attackers at site and therefor the aim should be to buy time and delay attackers as far as possible.

Various fuel retailers have now implemented additional measures to protect the outer defence line with guards and or armed response vehicles that are on stand by.

Alternative measures like early warning and early panic activation have proved to be successful.

The industry at large must stand together to fight crime at fuel retailers.

G4S Deposita will be a willing partner in this fight against crime through our world class end to end cash management solution.



Cash Management Perfection