



Downey Vendors Inc. Chooses USA Technologies To Deploy ePort Connect on All Machines; Signs on for Premier Support Service Offerings

December 4, 2015

Average Ticket Price Increases 50% in First Four Months Following Deployment

MALVERN, Pa.--(BUSINESS WIRE)-- [USA Technologies, Inc.](https://www.usatech.com/) (NASDAQ:USAT), a leader of wireless, cashless payment and M2M/IoT solutions for small-ticket, self-serve retailing industries, today announced that it has added Downey Vending, Inc., a member of the Canteen Franchise Group, to its growing list of ePort Connect® customers connecting 100 percent of their machines for cashless payments and telemetry. In addition, the Company has signed up for USAT's [Premier Support Services](#) program, which provides customers with access to a bundle of premium, best-in-class support services including marketing assistance and funding, deployment planning, project resources and installation support and optimization. Downey is leveraging the USAT's Premier Services program to accelerate deployment, leverage USAT's KnowledgeBase and professional advisors, and increase consumer awareness through marketing planning and support.

"The demand for cashless payment options in Southern California made upgrading to cashless technology an imperative. We were already seeing impressive results on previous deployments, and with the excitement around mobile payments building, we knew we shouldn't hold off any longer," said David Baker, regional vice president at Downey Vendors. "We needed a partner that could help us equip all of our machines with best-in-class cashless technology, guide the implementation and manage all aspects of our vending technology infrastructure. USA Technologies not only allows us to use the newest and most reliable technology, but its Premier Support Services makes sure we are optimizing time and money for the best result. For us, USA Technologies is a perfect partner."

Downey recognized early on that connecting its machines to USAT's ePort Connect service for cashless payments was a critical enhancement needed to service its customers in the Greater Los Angeles region. Downey's existing ePorts show cashless transactions at an average of 44 percent higher than regular cash transactions. Access to USAT's KnowledgeBase for payment trend information illustrated that demand for a cashless payment option for snacks in the LA market was two percent higher than the national average, validating that the market justified the upgrade. USAT's Premier Services program provides Downey with the planning know how, marketing strategy and skilled labor that they need to connect even their oldest machines to the power of the ePort Connect network. In just four months, new installations are already seeing a significant bump in the average ticket with cashless transactions 50 percent higher than average ticket for cash.

"Every day, more and more consumers are expecting cashless and NFC/mobile technologies on the unattended equipment they encounter," said Jim Turner, Vice President of Deployment Services, USA Technologies. "Some operators are connecting 100% of their machines to the ePort Connect Service for cashless and telemetry so they are better equipped to meet this expectation while increasing revenue and participation at the same time. We believe that USAT's Premier Support Service takes the guesswork out of it, speeds up deployment so customers can enjoy the benefits faster and empowers our customers with marketing know-how and resources. Everyone wins."

Useful Links:

USA Technologies: <https://usatech.com/>

Twitter: https://twitter.com/usa_tech

YouTube: <https://www.youtube.com/watch?v=OR-WnaPDAd4>

Resource Center: <https://usatech.com/resource-center/the-benefits>

Sales and Partnership Inquiries:

Please contact USA Technologies, Inc. at +1 800.633.0340 or sales@usatech.com.

About ePort Connect®:

USAT's ePort Connect service is a PCI-compliant suite of cashless payment and telemetry services specially tailored to fit the needs of self-serve retail industries. Designed to be a "one-stop shop," services offered through ePort Connect include wireless and merchant account setup, simplified processing rates, settlement and reconciliation, 24 x 7 customer service and a host of value-added services including mobile payment, loyalty programs and integrated payment services for micro-markets and other POS devices.

About USA Technologies:

USA Technologies is a leader of wireless, cashless payment and M2M/IoT telemetry solutions for small ticket, self-service retailing industries. USA Technologies also provides a broad line of cashless acceptance technologies including its NFC- ready ePort G-series, ePort Mobile™ for customers on the go, and QuickConnect, an API Web service for developers. USA Technologies has been granted 87 patents; and has agreements with Verizon, Visa, MasterCard, and Chase Paymentech, and customers such as Compass and others. Visit the website at www.usatech.com.

Forward-looking Statements:

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: All statements, other than statements of historical fact included in this release, are forward-looking statements. When used in this release, words such as "anticipate", "believe", "estimate", "expect", "intend", and similar expressions, as they relate to USAT or its management, identify forward-looking statements. Such forward-looking statements are based on the beliefs of USAT's management, as well as assumptions made by and information currently available to USAT's management. Actual results could differ materially from those contemplated by the forward-looking statements as a result of certain factors, including but not limited to, business, financial market and economic conditions; the possibility that a customer would fail to or delay deploying cashless technologies in all of their point of sale locations; the extent to which USAT's Cashless Knowledge Base is predictive of future market conditions, customer and consumer behavior, average ticket prices and cashless sales across all of USAT's customer locations; the possibility that all of the expected benefits from adoption of cashless payment will not be realized by all vending operators, or will not be realized within the expected time period; whether, and to what extent,

mobile payment technologies, better market penetration and effective communications with consumers have resulted in, and will result in, faster adoption of cashless payments; and the ability of USAT to accurately predict future market conditions and customer behavior. Readers are cautioned not to place undue reliance on these forward-looking statements. Any forward-looking statement made by us in this release speaks only as of the date of this release. Unless required by law, USAT does not undertake to release publicly any revisions to these forward-looking statements to reflect future events or circumstances or to reflect the occurrence of unanticipated events.

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