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Admiral Beverage Selects USA Technologies for Cashless Payments and Seed Logistics Software

August 15, 2018

Admiral Joins Growing List of Pepsi Bottlers on ePort Connect Service

MALVERN, Pa.--(BUSINESS WIRE)--Aug. 15, 2018-- USA Technologies, Inc. (NASDAQ:USAT) ("USAT"), a premier digital payment, consumer engagement and logistics service provider for the self-service retail market, today announced that Admiral Pepsi, one of the largest privately-held bottlers for Pepsi-Cola products in North America, signed a multi-year agreement for USAT's ePort Connect Service. The agreement includes deployment of the ePort cashless payment system on nearly 6,000 machines in addition to the Seed Pro logistics software. The complete end-to-end enterprise solution would enable Admiral to provide cashless payments, improve customer service and route efficiency and reduce the company's carbon footprint.

Admiral Beverage and affiliated companies have been quenching the thirst of the Pepsi generation for more than 50 years. The Company employs over 1,600 employees with 35 facilities operating in an eight-state region, producing 48 flavors and brands in bottles and cans.

"Admiral Beverage is dedicated to meeting the needs of the accounts by providing superior products and service," said sources at Admiral Beverage. "USAT helps to fulfill this mission by providing a better consumer experience, offering consumers at those accounts new payment options like credit, debit and mobile, as well as ensuring we keep our machines stocked and full of the products in demand. The Seed Pro software has the dual benefit of also increasing operational efficiencies for Admiral. The increase in customer satisfaction, projected increase in revenue and decrease in operating costs make this a triple win for our company. We are looking forward to quickly deploying the full suite of USAT's services and enjoying the benefits of the single platform that they offer."

"Admiral's reputation for superior service and dedication to innovation made them a perfect candidate for implementing both USAT's cashless and the back-office services," said Anant Agrawal, EVP Corporate Development, USA Technologies. "They have recognized for some time that an investment in technology would be an integral part of the company's future, but had been unsure of who to partner with long-term on this important project. We are proud that Admiral selected USAT for both their cashless payments and their back-end management system and we are looking forward to working together on deploying our technology and ensuring Admiral continues to stay at the forefront of their industry."

Admiral Beverage represents a new customer for USA Technologies and joins [Pepsi Bottling Ventures](#) as another significant partnership in the Pepsi Bottling organization.

USAT's industry-leading ePort cashless payment system brings reliable, secure, and proven cashless payments to its customers' machines. Seed Pro is a patented, cloud-based analytics system that delivers easy-to-use dynamic scheduling, accurate pre-kitting, smart alerts, and optimized merchandising.

About USA Technologies

USA Technologies, Inc. is a premier payment technology service provider of integrated cashless and mobile transactions in the self-service retail market. The company also provides a broad line of cashless acceptance technologies including its NFC-ready ePort® G-series, ePort Mobile® for customers on the go, ePort® Interactive, and QuickConnect, an API Web service for developers. Through its recent acquisition of Cantaloupe Systems, Inc. ("Cantaloupe"), the company also offers logistics, dynamic route scheduling, automated pre-kitting, responsive merchandising, inventory management, warehouse and accounting management solutions. Cantaloupe is a premier provider of cloud and mobile solutions for vending, micro markets, and office coffee services.

Useful Links:

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

Twitter: https://twitter.com/usa_tech

YouTube: <https://www.youtube.com/user/USATechnologies>

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

Admiral Beverage: <https://www.admiralbeverage.com>

Sales and Partnership Inquiries:

Please contact USA Technologies, Inc. at +1 800.633.0340 or sales@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, including without limitation the business strategy and the plans and objectives of USAT's management for future operations, 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, the ability of USAT to predict future market conditions and consumer behavior; and the possibility that all of the expected benefits and efficiencies from cashless payment services, including increases in revenue and decreases in operating costs, will not be realized by all vending operators and on all vending machines or within the expected time period. 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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