



USA Technologies Announces Partnership with G&J Marketing and Sales

February 21, 2019

G&J Will Sell USA Technologies' Products and Services to its Nationwide Customer Base

MALVERN, Pa.--(BUSINESS WIRE)--Feb. 21, 2019-- [USA Technologies, Inc.](#) (NASDAQ:USAT) ("USAT"), a premier digital payment, consumer engagement and logistics service provider for the self-service retail market, today announced a partnership with G&J Marketing and Sales, LLC (G&J), the leading vending sales broker in the United States. Through the partnership, G&J will be able to resell USAT's premier payment technology and enterprise service to its national customer base of over 2,000 unattended retail operators.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20190221005322/en/>

Founded in 1984, G&J is a national broker partnering with manufacturers including Kellogg's, Smuckers, Red Bull, Flowers, Chobani and more, to market products to the vending, micro-market and office coffee services channels. Product lines include candy, snacks, pastries, frozen foods, refrigerated products, beverages and paper products. The partnership with USAT marks the first time G&J is reselling payment and enterprise technology solutions to its roster of customers through its team of more than 30 salespeople.

"Our business continues to grow because our customers trust us to bring them the very best products and services that promote their business success," said Greg Sidwell, CEO of G&J Marketing and Sales. "Our new partnership with USAT enables us to offer a best-in-class solution to our operators, one that they have been requesting, which will help them to innovate and keep pace with consumer expectations, while streamlining efficiencies and reducing operational costs on the back-end. We are thrilled to be able to offer USAT's solution when we are meeting with our customers nationwide."

USA Technologies offers what it believes to be the industry's first true integrated end-to-end enterprise platform for the unattended retail market, designed not only to increase sales by bringing digital payment options to unattended retail locations, but also to decrease operational costs by giving customers the ability to run their businesses in a more efficient and competitive way. USAT's suite of enterprise services include logistics, dynamic route scheduling, automated pre-kitting, responsive merchandising, inventory management, warehouse and accounting management, as well as cashless payment, loyalty and consumer engagement services.

"G&J has a reputation as an undisputed leader and advisor to operators in the unattended retail space, and we are thrilled the company will be reselling our services directly into its extensive roster of clients," said Stephen P. Herbert, CEO of USA Technologies. "So many unattended retail operators are still reliant upon different technologies, systems and platforms that don't talk to one another. We believe that our partnership with G&J will be able to help a lot of operators who want to upgrade their technology but don't know where to start, or who to trust. Our payments and enterprise platform will enable these operators to manage, simplify and optimize their business on our end-to-end payment and logistics system."

For more information, please contact G&J at (727) 785-0066 or (800) 633-0340 at USA Technologies.

About G&J

G&J Marketing and Sales, LLC. has set the standard for excellence in their industry through sales performance and innovative marketing techniques for 34 years. G & J is committed to the success of the operators they service, the distributors with whom they partner, and the manufacturers they represent. G & J exists to promote, with PRIDE, the success of everyone they touch.

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 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>

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 reductions 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.

--G-USAT

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Source: USA Technologies, Inc.

Media:

Savarese Communications

Emily Porro

347-346-3663

emily@savcopr.com

or

Investors:

Blueshirt Group

Monica Gould, +1 212-871-3927

monica@blueshirtgroup.com