

## A Leader in Cashless Transactions, Networked Services, and Energy Management



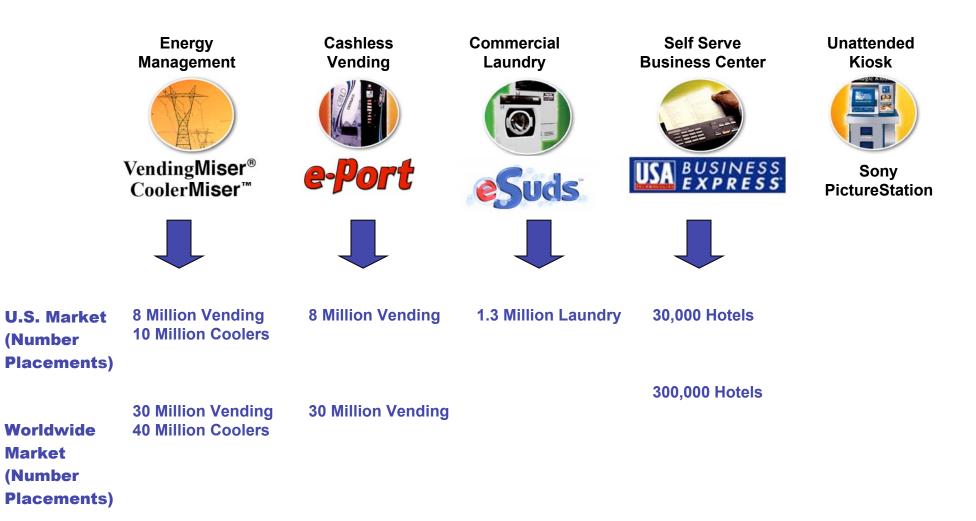
**OTCBB: USTT** 

## **Forward Looking Statement**



With the exception of the historical information contained in this presentation, the matters described herein contain forwardlooking statements that involve risk and uncertainties that may individually or mutually impact the matters herein described, including but not limited to the ability of the Company to increase revenues in the future due to the developing and unpredictable markets for its products, the ability to achieve a positive cash flow, the ability to obtain orders for or install its products including the G-5 e-Port, the ability to obtain new customers and the ability to commercialize its products, which could cause actual results or revenues to differ materially from those contemplated by these statements.

## Five key drivers of growth



# **Energy Management**





## **Energy Management**





## **Energy Management**

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# MICHIGAN STATE

**JCPenney** 



bloomingdales











## e-Port® for Cashless Vending





- Enables cashless payments including credit/debit
- Designed for rapid retrofit 5 minutes or less
- Instantly on network
  - Turnkey wireless connection
  - Provides operators with online access to sales data
- Multiple forms of cashless payment including credit/debit cards

#### **Customer Economics**

- Increase sales by approximately 20%
- Less than 1 year payback
- Increase in average purchase from \$1.06 to \$1.87

## G5 e-Port®





- World's first 'one-piece' design for credit card vending
- Less expensive
- Easy five minute installation
- Wireless with Cingular

## Web-Based Reporting for Distributed Assets



#### General Logout

- My Homepage
- Contact Us

#### Reports

- Saved Reports
- Build a Report
- Diagnostics

#### Administration

- Terminals
- Users
- Report Register
- Regions
- Preferences

#### Setup

Activate e-Port

New Bank Acct

E4071270 National (Gen. Mdse 431)

E4071271 Dixie Narco (BevMax)

E4071279 National (167 Snack)

E4081022 Crane National (431 - Shoppertron) ×17.25

E4071370 Royal (RVCC 804-9)

E4072460 DN (5000)

E4072477 DN (5000)

Totals:

E4071273 Crane (Unknown)

## ACTIVITY

|  |  | Day By I   | Day Detail          |             |                      |  |
|--|--|--|---------------------|-------------|----------------------|--|
| Beginning Date Range:                                    |  | April 09, 2004   | April 09, 2004      |             |                      |  |
| Ending Date Range:                                       |  | April 15, 2004   |                     |             |                      | ownload Data)  |
| Transaction Type:  |  | All  |                     |             |                      | Change Dates   |
| Terminal(s):   |  | All  | All                 |             |                      |  |
| Run Date:  |  | 04/15/2004 02:5  | 04/15/2004 02:57 PM |             |                      |  |
| Terminal   |  | and the second s | Credit Amount       | Pass Amount | Refund Amount        | Total Amo  |
| Terminal   | Make/Model   | Cash Amount  | Credit Amount       | Pass Amount | <b>Refund Amount</b> | Total Amo  |
| E 1071007  |  |  |                     |             |                      |  |
|  | Royal (RVCC 660)   | ×7.50  |                     |             |                      | <u>×7.50</u>   |
|  | Royal (RVCC 660)<br>Dixie Narco (5000)   | ×7.50<br>×5.50   | ×1.00               |             |                      | <u>×7.50</u><br><u>×6.50</u>                                 |
| E4071231   |  |  | ×1.00               |             |                      |  |
| E4071231<br>E4071233                                     | Dixie Narco (5000)   | ×5.50  | ×1.00               |             |                      | <u>×6.50</u>   |
| E4071231<br>E4071233<br>E4071236                         | Dixie Narco (5000)<br>National (167 Snack)   | ×5.50  | ×1.00               |             |                      | <u>×6.50</u><br><u>×0.75</u>                                 |
| E4071231<br>E4071233<br>E4071236<br>E4071251             | Dixie Narco (5000)<br>National (167 Snack)<br>National (167 Snack)                       | ×5.50<br>×0.75<br>×9.00  | ×1.00               |             |                      | <u>×6.50</u><br><u>×0.75</u><br><u>×9.00</u>                 |
| E4071231<br>E4071233<br>E4071236<br>E4071251<br>E4071257 | Dixie Narco (5000)<br>National (167 Snack)<br>National (167 Snack)<br>Dixie Narco (5000) | ×5.50<br>×0.75<br>×9.00<br>×7.50   | ×1.00               |             |                      | <u>×6.50</u><br><u>×0.75</u><br><u>×9.00</u><br><u>×7.50</u> |

×3.00

×2.00

×2.25

×2.50

×2.25

¤15.50

×11.75

×1.00

×2.25

×10.00

×15.00

¤93.25

×11.75

×4.00

×2.00

×4.50

×2.50

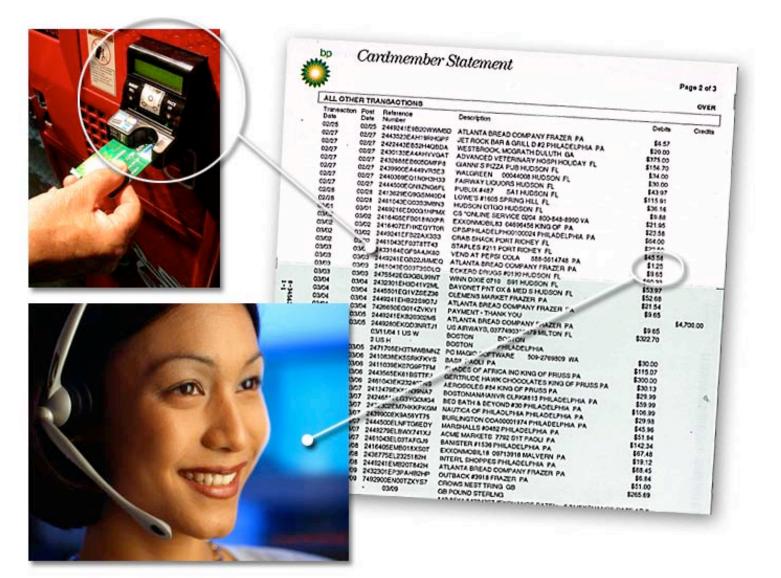
×10.00

×15.00

×19.50

¤108.75

## 24/7 Customer Service





## **Cashless Transactions**











ECHNOLOGIES



# **Cashless Trends and Estimates**

- 1.7 Billion Credit Cards in Circulation (400% increase in the 90's)
- \$200 Billion in Micro-payments (\$1-\$5) by year-end 2005
- 1.5 Billion 'Everyday Devices' connected to web by 2010
- Total market value \$700 Billion by 2010
- Nilson Report projects that 50% of the 8 million vending machines in the U.S. will be equipped with cashless technology by 2009
- Nilson reports that USA Technologies currently represents 90% of credit card vending.

## e-Suds<sup>TM</sup>



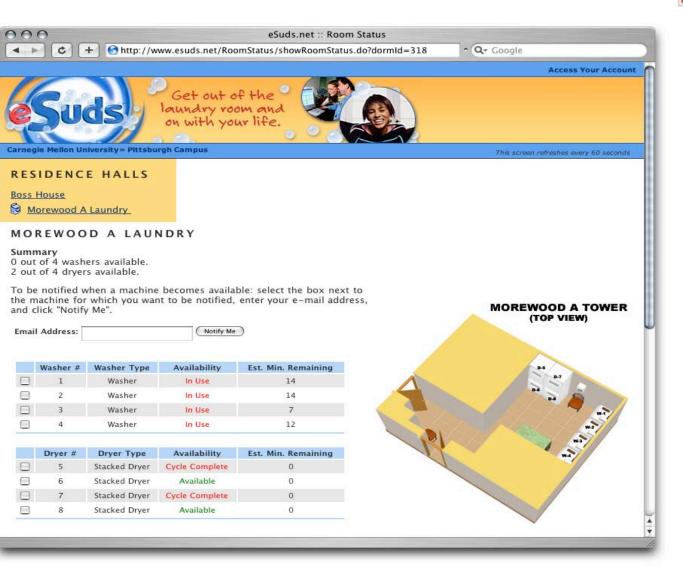


- Online availability of washers and dryers
- Payments via student ID or PIN
- "Cycle Done" notification
  - Email
  - Cell Phone
  - Pager

### **Customer Economics**

- Less than 1 year payback
- 15% increase in sales
- Insulate contracts/gain share

## Web-Based Reporting for e-Suds<sup>TM</sup>



**USA** TECHNOLOGIES

## e-Suds<sup>TM</sup>

UNIVERSITY





CASE







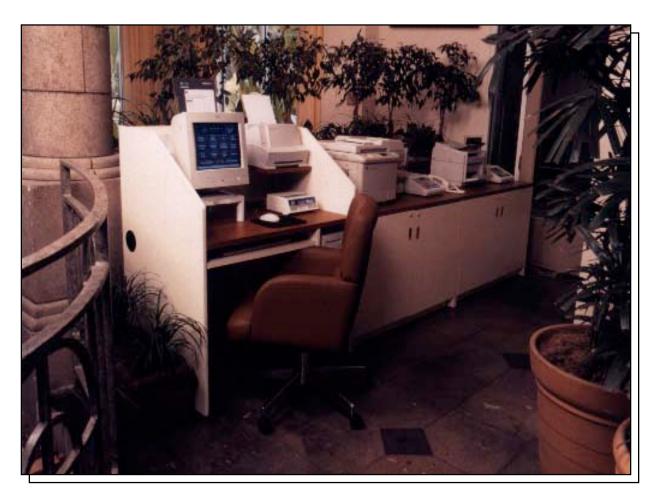
Couchercollege

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Carnegie Mellon



## **Business Express**®



- Nearly 400 units installed nationwide
- Major hotel partners
- Hotel Industry's Top Technology 2003
- Hotel Industry's Overall Top Product 2003

## **Business Express**®

## **Business Express**®





HOTELS & RESORTS WORLDWIDE, INC.

















## **Unattended Kiosks**



## **Sony PictureStation**

- \$500 million industry in 2004, with explosive growth projected\*
- Initial roll-out 2004
- Users can print from their digital memory stick, PC card, etc.
- Credit card payment systems
- Kiosks are wirelessly networked to provide Sony with key data

\*Source: Frost & Sullivan

















## **Current Customers**





Fortune 50 Retailer





- **PepsiCo-** The world leader in convenience food with \$29 Billion in revenue (VendingMiser, VM2iQ, CoolerMiser, CM2IQ, e-Port)
- **Current contract in place to provide** VendingMiser and VM2IQ to one of Pepsi's largest customers, a Fortune 50 retailer with thousands of locations in North America
- **ARAMARK** is a leading provider of services to business, educational, healthcare and governmental institutions and sports, entertainment and recreational facilities with 9.4 Billion in r'04 revenue (e-Port, VendingMiser, VM2IQ)
- **Compass Canteen- One of the most recognized** names in vending with hundreds of thousands of locations (VendingMiser, VM2IQ, e-Port)

## **Current Customers**











- Sodexho- Operates more than 10,000 locations (VendingMiser, VM2IQ, e-Port)
  - US Navy- 68 Bases Worldwide (VendingMiser, VM2IQ)
- Albertsons- one of the world's largest food and drug retailers, with annual revenues of approximately \$36 billion (PlugMiser, VendingMiser)
- Disney- 42 Million visitors annually to Disney World Orlando (e-Port)

## **Current Customers**







HOTELS & RESORTS WORLDWIDE, INC.



- Marriott- more than 5200 properties worldwide (Business Express, e-Port, Kiosk, VendingMiser, VM2IQ)
- Starwood Hotels- More than 700 hotels that include the brands St. Regis, The Luxury Collection, Sheraton, Westin, W and Four Points by Sheraton (Business Express, e-Port, Kiosk, VendingMiser, VM2IQ)
- Sony is a leading manufacturer of audio, video, digital imaging, and communications products for the consumer and professional markets. Revenues of 20.8 Billion for the U.S. (Kiosks)

## **Strategic Partnerships**







- Nearly 10 year 'partnership'
  - IBM Business Partner
  - Development
  - Hosting of USALive
- 3 year Licensing Agreement
  - Cashless Vending
  - Unattended Point-of-Sale
- GSM Contract for Customer Connections
  - Affordable and Reliable Access

## **Strategic Partnerships**





• Strategic Alliance for Business Express®



• Integration to Campus Payment System which is present on over 400 University Campuses



- 5 year Strategic Alliance
  - Combined e-Port<sup>®</sup> Code with eZ80Acclaim!<sup>TM</sup>
  - Reduced costs of e-Port® substantially

## Sales & Marketing Strategy



- Direct sales: 10 dedicated salespeople
- Strategic co-marketing relationships
- Attendance at industry conferences and events
- 65 independent sales reps and resellers

## **Recent Developments**



#### July 27, 2005

• USA Technologies announced that PepsiCo. placed an initial order of \$810,000 on behalf of one of its customers to help reduce the cost of running vending machines in its customer's stores.

#### March 2005:

• USA Technologies announced at its Shareholders Meeting that it had negotiated an agreement with PepsiCo, Inc. to sell EnergyMiser products. PepsiCo, in turn, is expected to install the EnergyMisers in vending machines and coolers operated by another Fortune 50 company prominent in the retail industry, with thousands of locations nationwide, and overseas.

#### January 2005:

• Entered into an agreement to sell its VendingMiser<sup>®</sup> and CoolerMiser<sup>™</sup> energy management solutions exclusively in Italy through a major Italian consulting integration company, THS International S.r.l. based in Milan, Italy.

#### October 2004:

• Signed a 5-year contract with U.S. General Services Administration (GSA), that enables all Federal Government authorities, agencies and facilities to directly purchase USA Technologies' energy products. U.S. Navy places first \$600,000 order for the VendingMisers, and shipment has begun.

## **Barriers to Entry**



- Strong Patent Portfolio 63 granted, 25 pending
- Existing commercial partners & products
- Hosting partner IBM
- Wireless partner Cingular Wireless
- Few competitors

# Experienced Management Team

## George R. Jensen, Jr. Chairman and Chief Executive Officer

Stephen P. HerbertPresident and Chief Operating Officer

David M. DeMedioChief Financial Officer

H. Brock Kolls Senior VP, Research & Development

## Financial Snapshot (as of 6/30/05)



**OTCBB** Exchange: **Industry: Operations based in: Shares Outstanding: Fully Diluted: Insider Ownership: Public Float: Current Price:** Market Cap.: **Shareholder Equity Fiscal Year End: No. of Employees:** 

USTT **Business Services/Technology** Malvern, PA 426 million **540 million** 10% **385 million \$0.13 \$55 million \$9** million June 30 47

## Why Invest in USA Technologies?



- Highly motivated and dedicated Management team
- Leader in cashless transaction and network services for the self serve market
- Growth by delivering extraordinary value to our customers, starting with convenience to the consumer, higher sales due to credit card purchasing power, and data to run their business better along with theft reduction.
- Existing strong partnerships
- Multiple revenue streams with recurring revenues with excellent profit opportunity
- Not dependent on any one product, customer or industry
- Patent protected
- Open ended global markets with significant growth opportunities
- Worldwide mega trends to fuel growth cashless transactions now surpassing cash and checks combined, networked economy, and rising energy costs.



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# **THANK YOU!**

# **QUESTIONS & ANSWERS**