



NASDAQ: CTLP

# Investor Presentation

June 2022



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# Leadership team



**Sean Feeney**  
*Chief Executive Officer*



**Scott Stewart**  
*Chief Financial Officer*



**Ravi Venkatesan**  
*Chief Operating Officer*



**Jeff Dumbrell**  
*Chief Revenue Officer*

# **Business overview**



# Help the world buy it and go.



Our mission is to deliver the best software and payments platform  
for self-service commerce

# Cantaloupe at a glance

Leading provider of software and payment solutions for self-service commerce



**+22,800**

Active customers



**+1.1 million**

Active devices



**~\$2.2 billion**

Dollar volume of transaction



**+1bn**

Transactions



**83%**

Subscription and Transaction revenue



**39%**

YoY growth in dollar volume of transactions

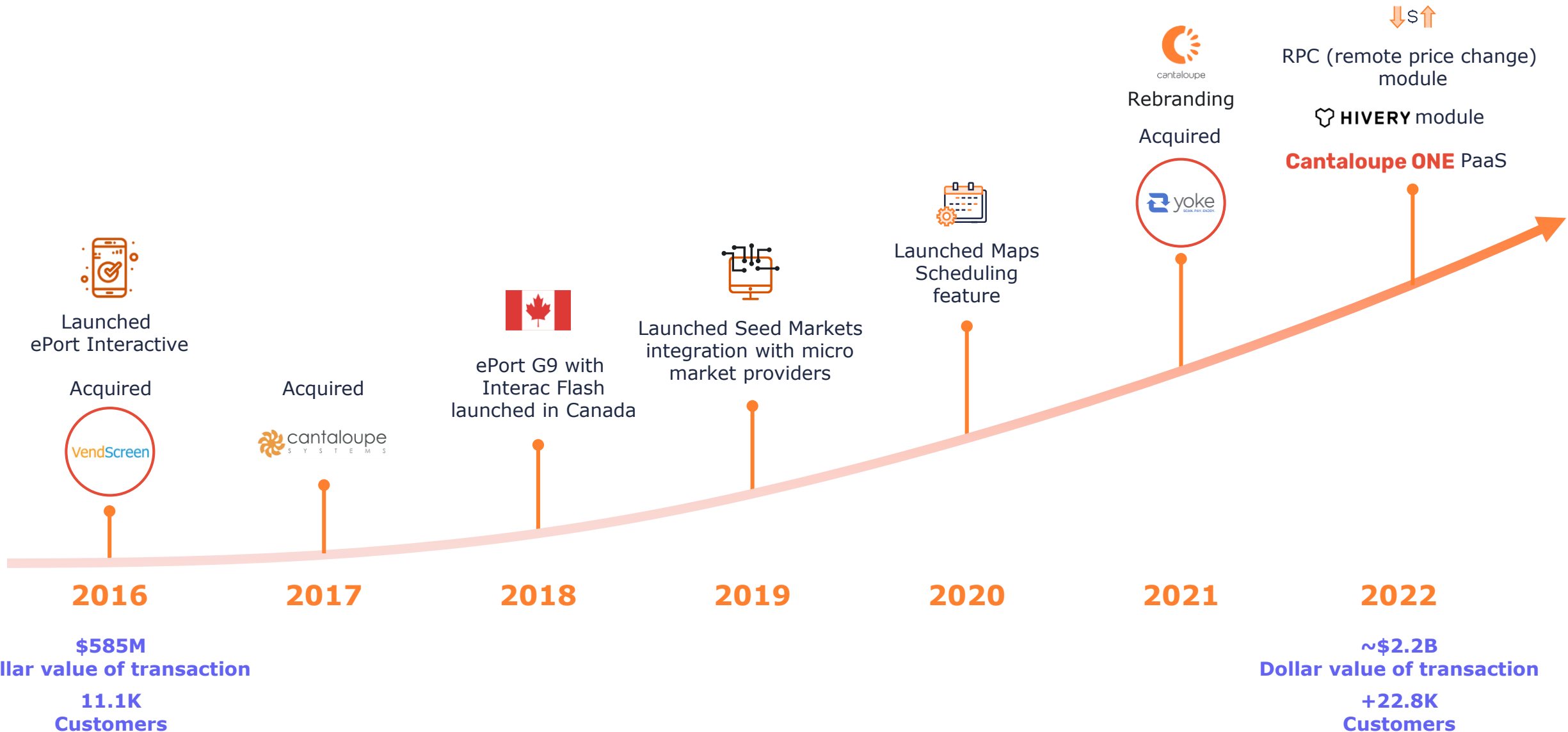


**30%**

YoY growth in Revenue

Note: Active customers and active devices as of 3/31/2022, all other metrics based on TTM as of 3/31/2022

# Track record of success and innovation



Note: Transaction volume for TTM ending March 31, Customers as of March 31

# Secular trends driving growth in self-service commerce



The global vending machine market size is anticipated **to reach \$25 billion by 2027**<sup>1</sup>



Cashless payments **rose from just over 30% of all transactions in 2018 to 64% today**<sup>2</sup>



**Micro markets is the fastest growing sector in the convenience industry**, with locations growing 39% from 2018 to 2020<sup>3</sup>



**Labor shortage** driving up the cost of hiring for traditional retail



**82% of consumers are interested in buying non-traditional items** from a vending machine in the future



**Gen Z and Millennials** like the speed and convenience of self-service commerce

<sup>1</sup> <https://www.alliedmarketresearch.com/vending-machine-market-A09486>

<sup>2</sup> <https://www.retailcustomerexperience.com/articles/payment-options-expanding-what-solutions-are-right-for-your-retail-customers/>

<sup>3</sup> <https://www.retailcustomerexperience.com/articles/convenience-services-rebound-after-pandemic-driven-setback/>



# Cantaloupe is at the intersection of rapidly growing trends



## Self-service commerce

- Kiosks & POS devices
- Consumer engagement Toolkit
- Driven by labor shortage



## IoT-powered business transformation

- IOT scale
- Service optimization
- Experience at scale mgmt. & reporting



## SaaS-enabled optimization of unattended businesses

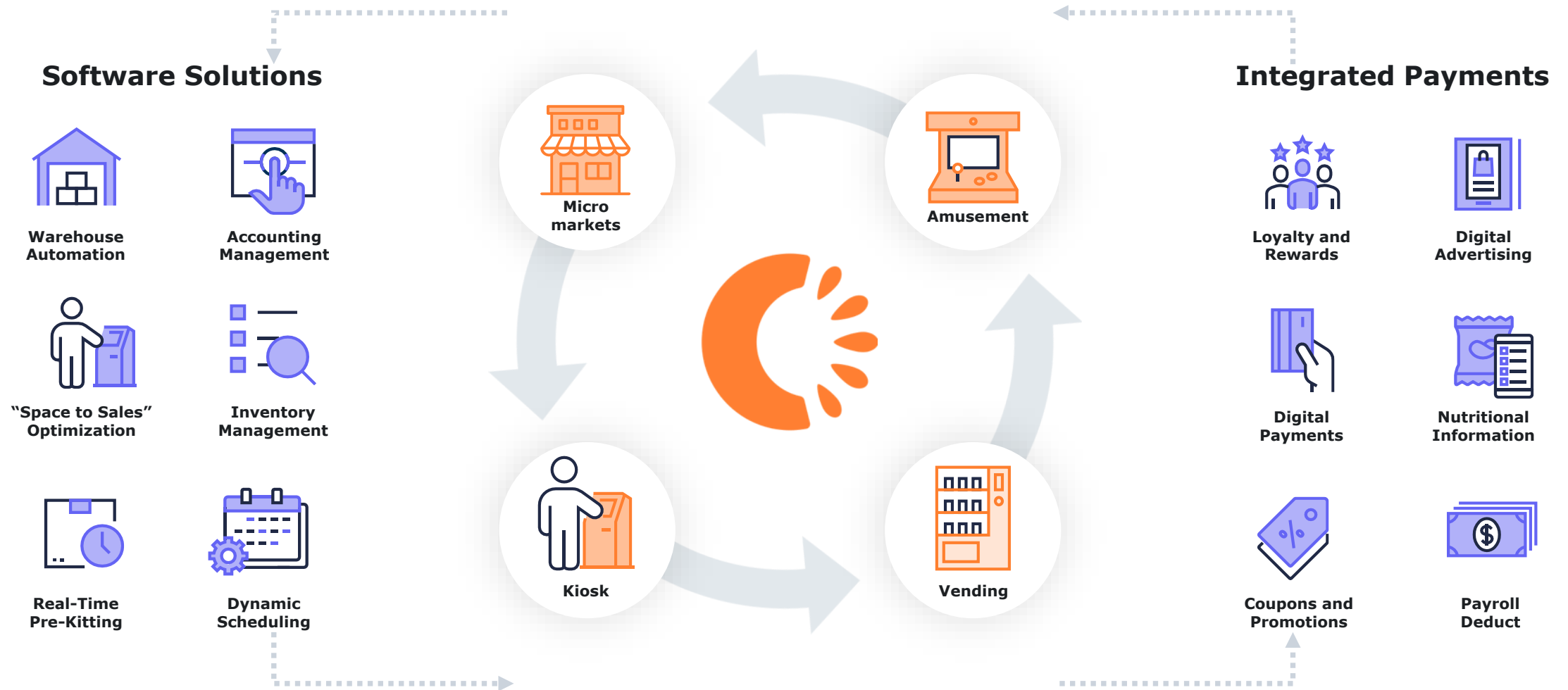
- Inventory and field service management
- Remote management of pricing and signage
- Predictive Analytics



## Digital Payments

- Benefit from inflation
- Cash disintermediation
- Touchless & phone-based payment expansion

# A single platform for self-service commerce

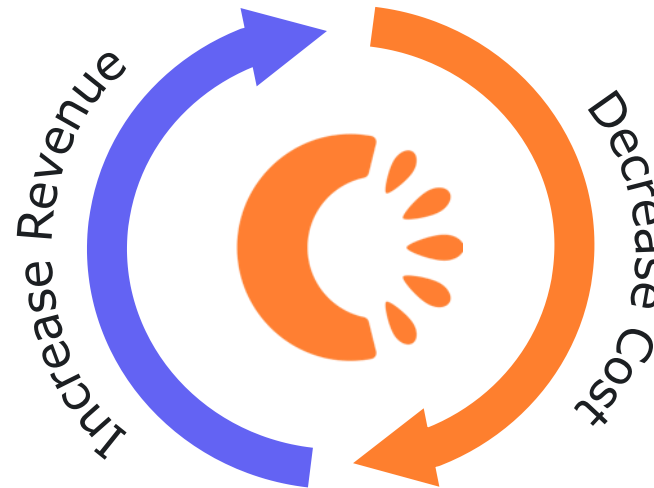


# Cantaloupe's platform drives revenue and operating leverage for customers

**25 – 35%**<sup>1</sup>  
Revenue uplift

## Boosts ROI

- ✓ Flexible payments
- ✓ Loyalty & promotions
- ✓ Engaging consumer experiences



**30 – 40%**<sup>2</sup>  
OpEx reduction

## Drives Operating Leverage

- ✓ Route optimization
- ✓ Real-time alerts
- ✓ Pre-kitting & merchandising efficiencies

**“We couldn't survive the ups and downs of COVID-19 without Cantaloupe's technology”**

*- Pete Cordaro, CRH Catering Company*

<sup>1</sup>Increase in sales at machines adding cashless option; <sup>2</sup>As reported by customers

# Comprehensive suite of software and integrated payment solutions...



## Cloud / Mobile Software Solutions

Manage operations and logistics using mobile solutions



Real-time tracking and analysis



Enhanced sales insights



Cloud-based vending mgmt. system



## IoT & Digital Payments

Provide one-stop shop for digital payments and IoT



Secure payments



APIs allow client app to seamlessly interface with Cantaloupe services



Remote device management



# ...with a cutting-edge solution for Micro Markets



## Yoke POS

Simplify checkout with cost-friendly point of sale for any business



Mount anywhere adaptability



Built-in LTE and Wi-Fi



Intelligently placed credit card reader and barcode scanner



## Yoke Pay

Put the point of sale in the palm of consumers' hands with a mobile app



Available on iOS and Android



Enables push notifications to drive sales



Easy account creation and market finder



## Yoke Portal

Monitor and manage entire micro market business, anywhere



Monitor POS health and connectivity



Manage deals, promotions, and loyalty programs

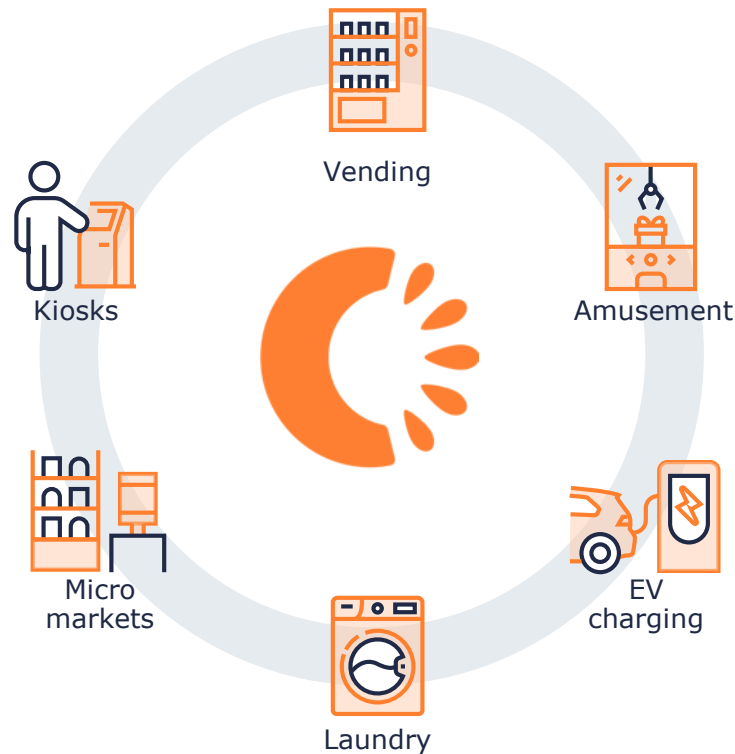


Connect directly with Seed to unlock more Cantaloupe-exclusive benefits



# Cantaloupe has a diverse and loyal customer base across multiple verticals

## Key verticals



## Large Enterprise & SMB customers

ACCENT  
FOOD SERVICES

aramark

canteen  
ALWAYS FRESH. ALWAYS ON.

CSC  
SERVICWORKS

C  
CONTINENTAL

national  
entertainment  
network

pepsi  
bottling ventures

Setomatic  
Systems

sodexo

+22,800  
Active customers

22%  
YoY active customer growth

Note: Customers as of 3/31/2022

# Multiple levers for growth with significant upside



# Go-to-market strategy tailored for both small business and enterprise



**Direct**

Enterprise Level (Top 2000)



**Tele-sales**

SMB

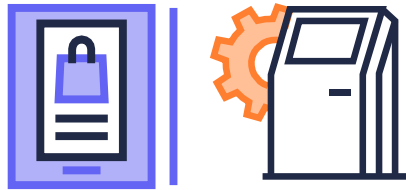


**Partner** for specialization, integration & leverage buying groups



# Cantaloupe's platform has multiple points of entry with ample room to grow customer relationships

## Hardware



Hardware devices are the tip of the spear for our **payments and software platform**

## Payment processing



Providing **additional payment methods** creates upsell opportunity with existing customers

## Software solutions



Software solutions **integrate with other hardware devices - 50% penetration** amongst existing customers

# New product innovation

## Engage Your Consumer



New Ways to Pay: **Campus Card**



New Ways to Pay: **Cryptocurrency**



**MORE** Mobile Engagement Platform



**Touchless** Vending



**ePort** Engage Series

## Optimize Your Business



**Seed** Warehouse



**Seed** Mobile



**Remote** Price Change



**Micro markets**

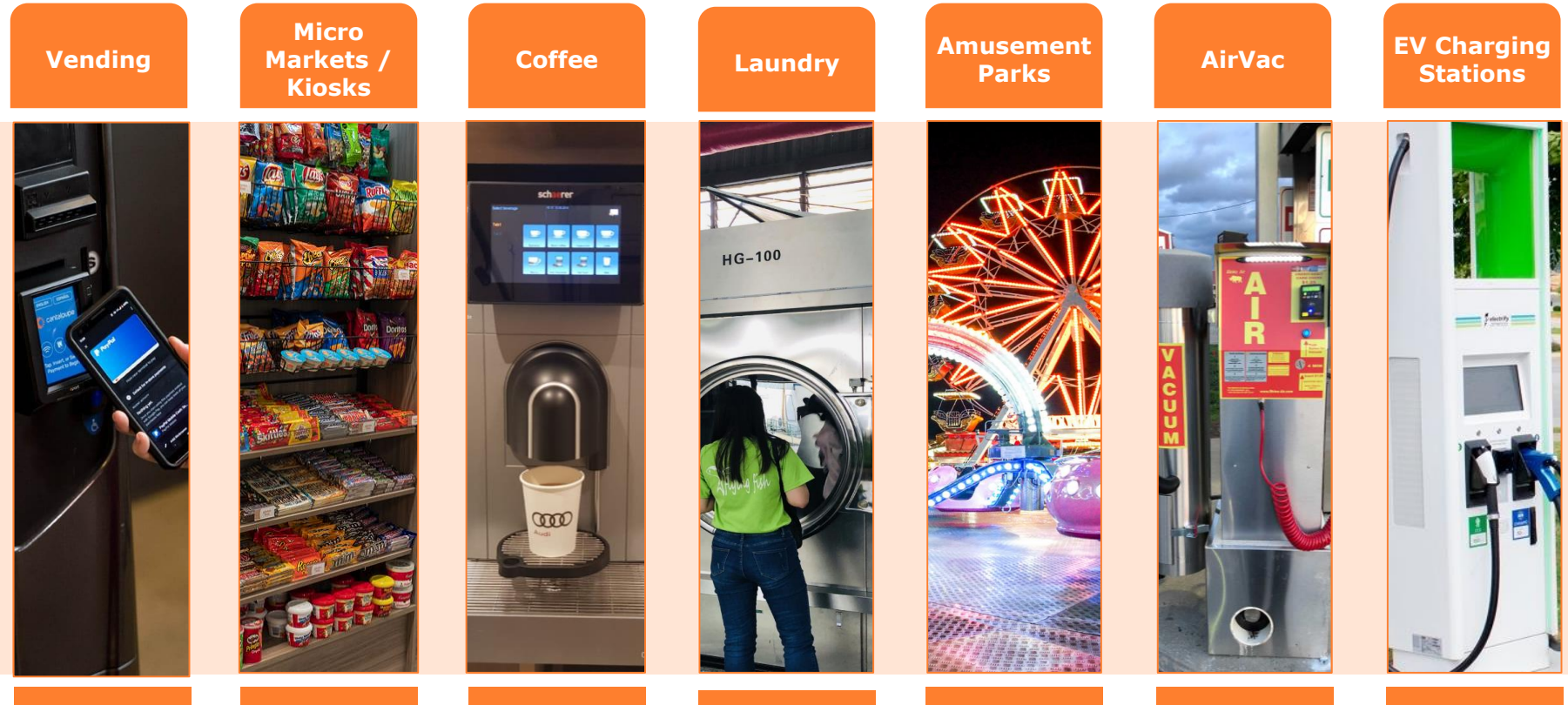


**AI** powered merchandising

# Track record of expanding into adjacent markets

## Key Characteristics

- Inherent growth
- Differentiated use cases
- Global opportunity



# International expansion with ability to serve global customers

## Number of vending connections

- Proven track record in U.S. and Canada markets
- Current partnership in Australia
- The digital payment market for LATAM and APAC are expected to grow at a ~14% and ~28% CAGR, respectively, from 2020-2025
- Plans to expand into APAC and EMEA



**Opportunity for international expansion significantly increasing our TAM**

Source: Management estimates; Capgemini World Payments Report

# Partnerships and M&A

## Areas of focus

1. Adding new capabilities
2. Entering adjacent verticals
3. Increasing scale



Partnership with  
Hivery



Acquisition  
of Yoke



Partnership with  
Castles  
Technology

## Integration Partners



# Financial overview

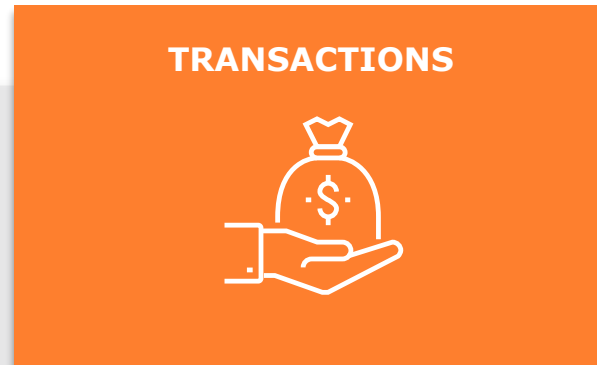


# Attractive recurring revenue

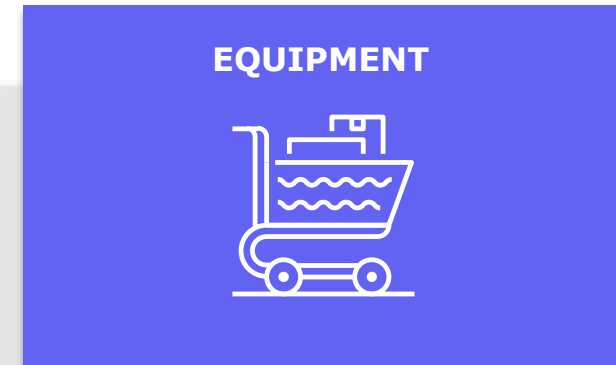
Cantaloupe has a combination of subscription, transaction, and hardware revenue



**Software:** Subscription for access to SEED software solution suite and digital services fees



**Payments:** fees associated with transaction processing

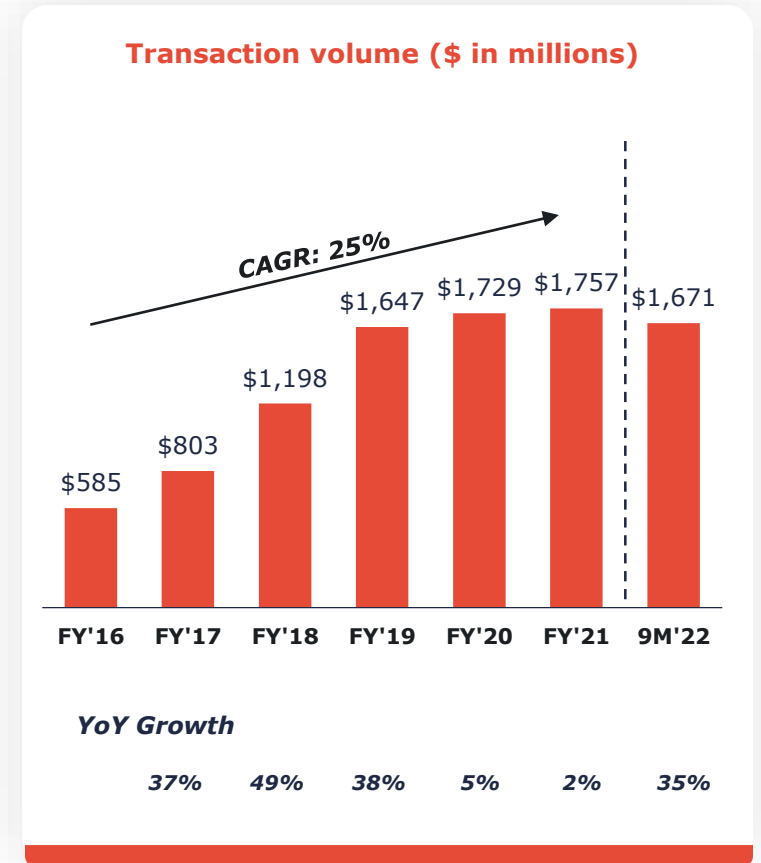
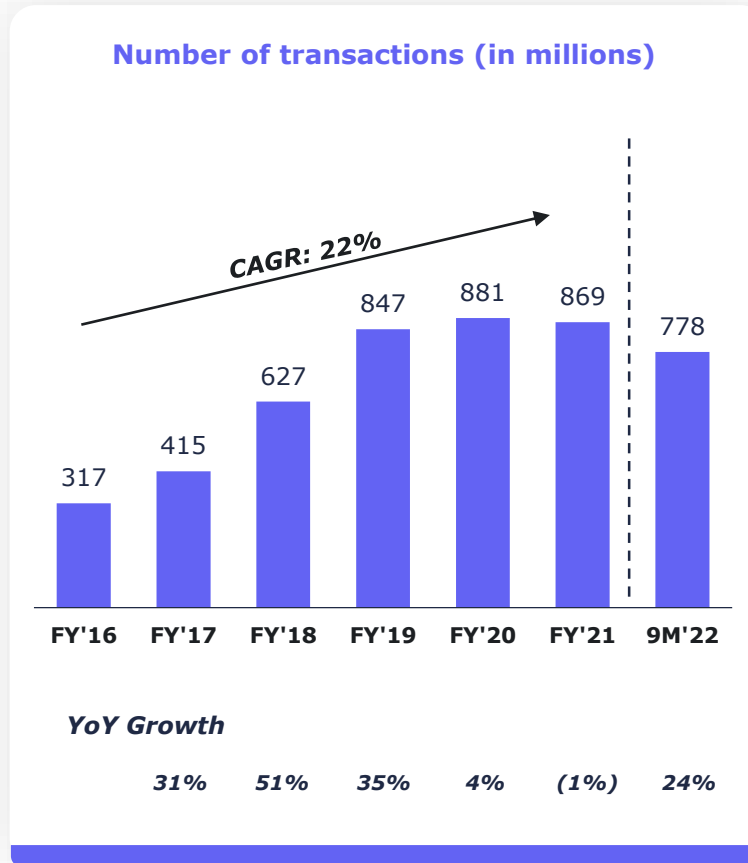
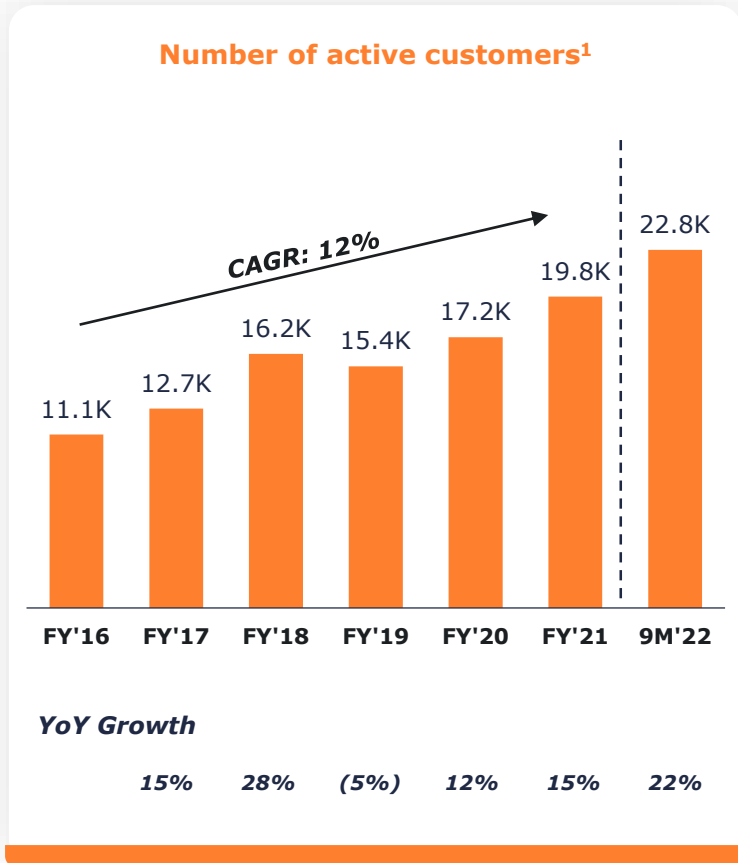


**Equipment purchases:** one time purchase fee

Recurring revenues were **83%** of total for TTM 3/31/22

Equipment represented **17%** of revenue for TTM 3/31/22

# Continued growth in customers, transactions and volume

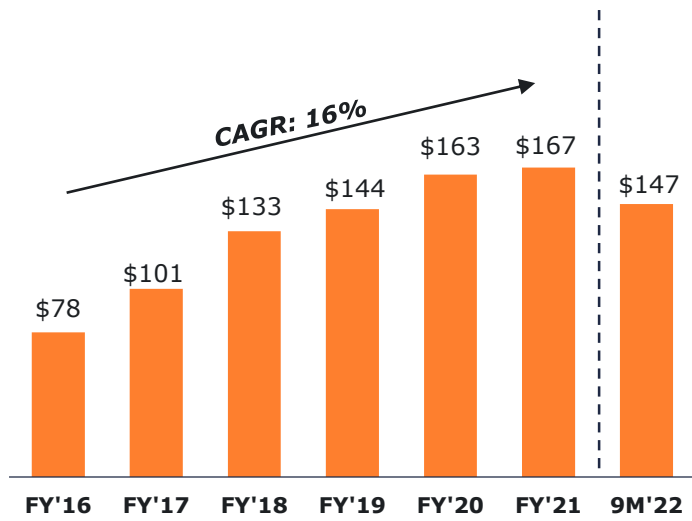


Note: FYE 6/30  
<sup>1</sup> Pre-2019 figures represent total customer count



# Financial results

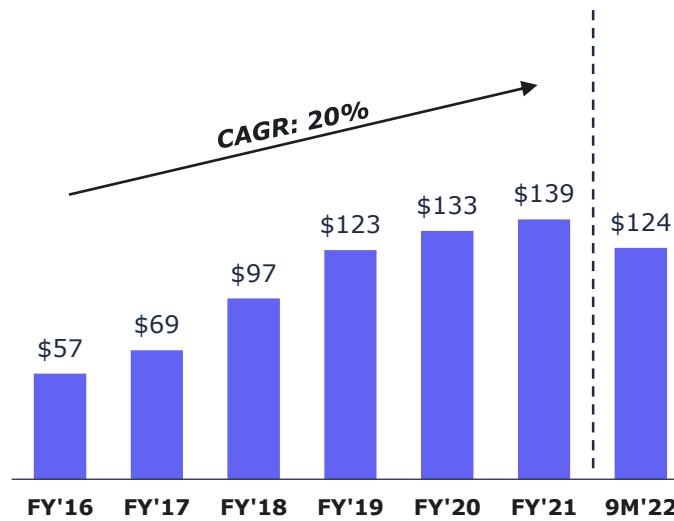
**Total revenue**  
(\$ in millions)



**YoY Growth**

31% 31% 9% 13% 23% 25%

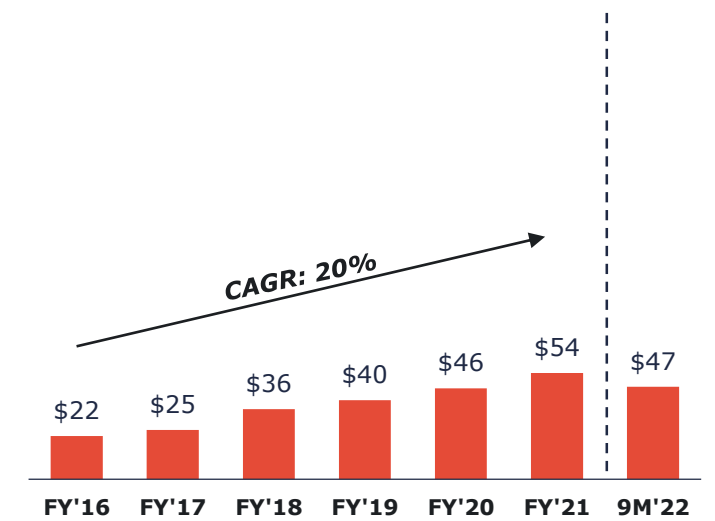
**Subscription and transaction revenue**  
(\$ in millions)



**YoY Growth**

22% 40% 27% 8% 5% 23%

**Gross profit**  
(\$ in millions)



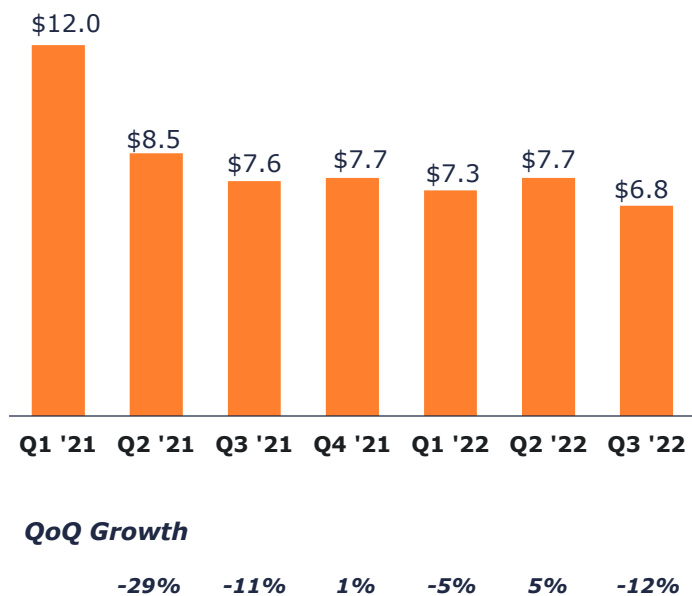
**YoY Growth**

14% 42% 13% 15% 17% 20%

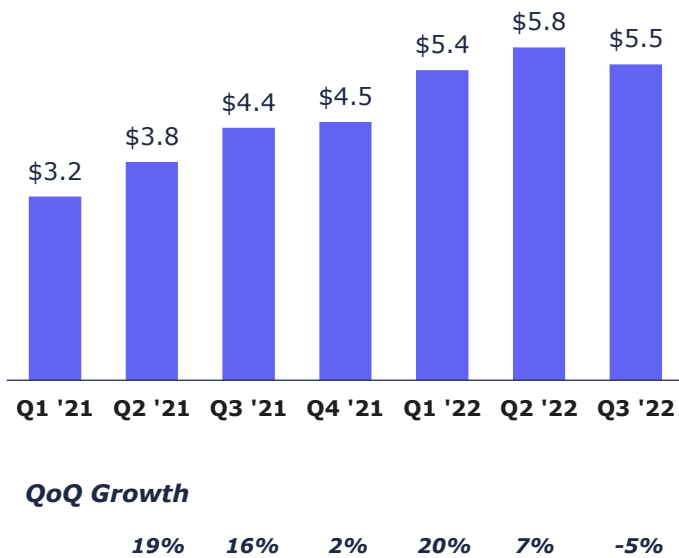
Note: FYE 6/30

# Financial results – quarterly expenses

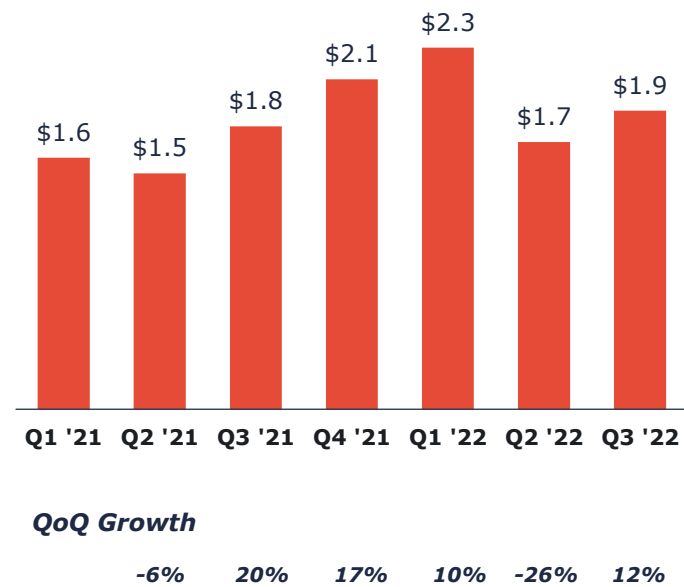
**General and administrative expense**  
(\$ in millions)



**Technology and product development**  
(\$ in millions)



**Sales and marketing expense**  
(\$ in millions)



Note: FYE 6/30

# FY2022 guidance

## Metric

## FY2022

Revenue

**\$200 – 210mm**

Revenue growth YoY

**20 – 26%**

Net Loss applicable to common shares

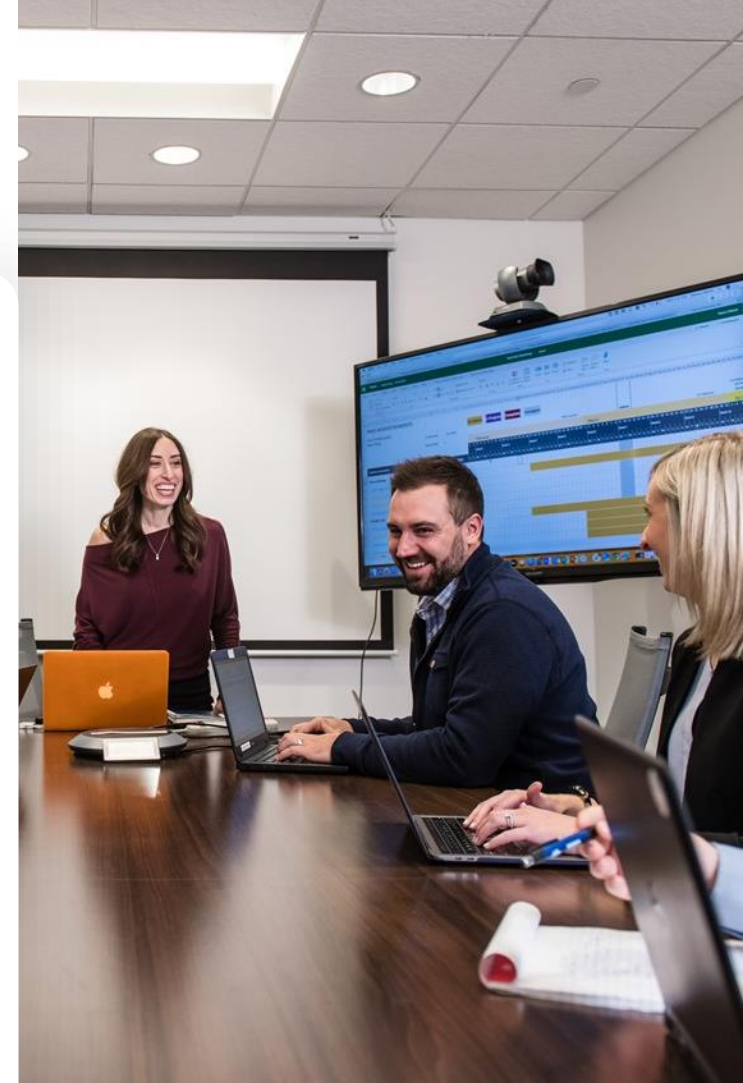
**\$(1) – (3)mm**

Adjusted EBITDA<sup>1</sup>

**\$8.5 – 10.5mm**

Adjusted EBITDA growth

**~25%<sup>2</sup>**



<sup>1</sup> Refer to slide 2 for discussion of our use of adjusted EBITDA; <sup>2</sup> At midpoint of the \$8.5 – 10.5mm range

# Thank you



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