



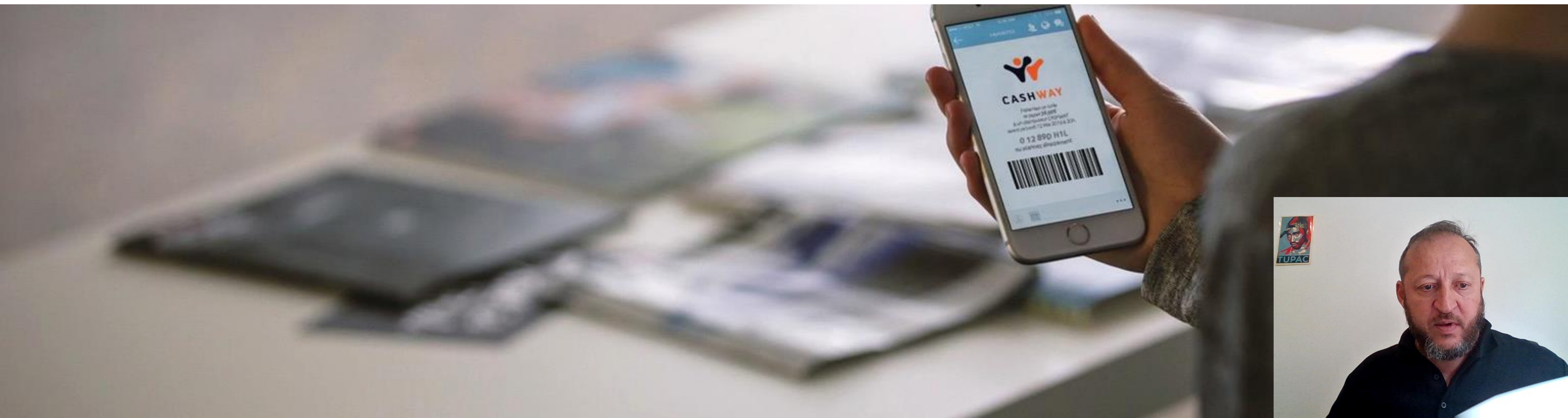
CashWay

Solution provider for new partnerships



Our business

Cashway is a cash dealing platform allowing for a wide range of cash transactions - from the banking cash deposits to the cash payment of ecommerce carts or utility bills - in a points of sale network.



Our market

E-commerce



Cash payment of ecommerce carts. 57% of the French would like to pay in cash their ecommerce carts (IFOP survey). This is a global trend throughout the EU.

Banking



Cash deposit of SMEs on their banking account in the context of the closure of bank branches. Global trend throughout the EU. **Our banking platform is successfully operating since July 2018.**

Utility bills



Cash payment of water and electricity bills. 36% of the French want to be able to pay cash these bills more easily. (IFOP survey) Global trend throughout the EU.



Our regulatory status

CashWay is a software company acting in principle in SaaS mode. As we are not subject to the financial regulation we still ensure that our platform operation is compliant with the applicable regulations (AML/AT regulations, KYC checks and/or collections, data privacy, banking secrecy, system security standards...). We are generally viewed as one of the most reassuring technical partner in this field.



Our product : a cash dealing platform (1)

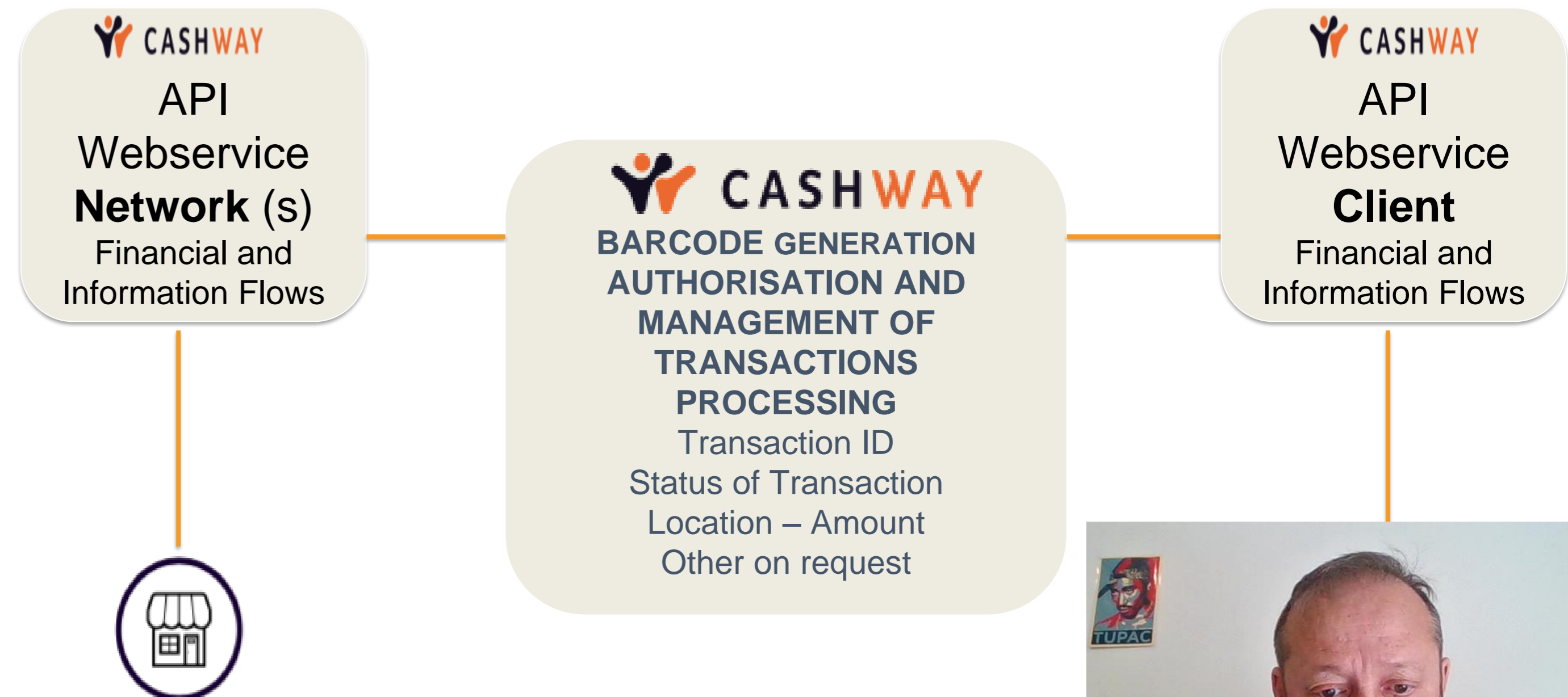
Our platform ensures the real time and automated management of any back to front office tasks relating to the identification, authorization, KYC clearance or rejection, tracking, reporting and reconciliation of any transaction.

CashWay has developed internally and fully owns its platform: **CashWay does not rely on any third party service provider** except for the hosting of our platform assigned to a certified ISO 27001 provider.



Our product: a cash dealing platform (2)

Our 2 pillars system, : our webservice APIs Network and Client.

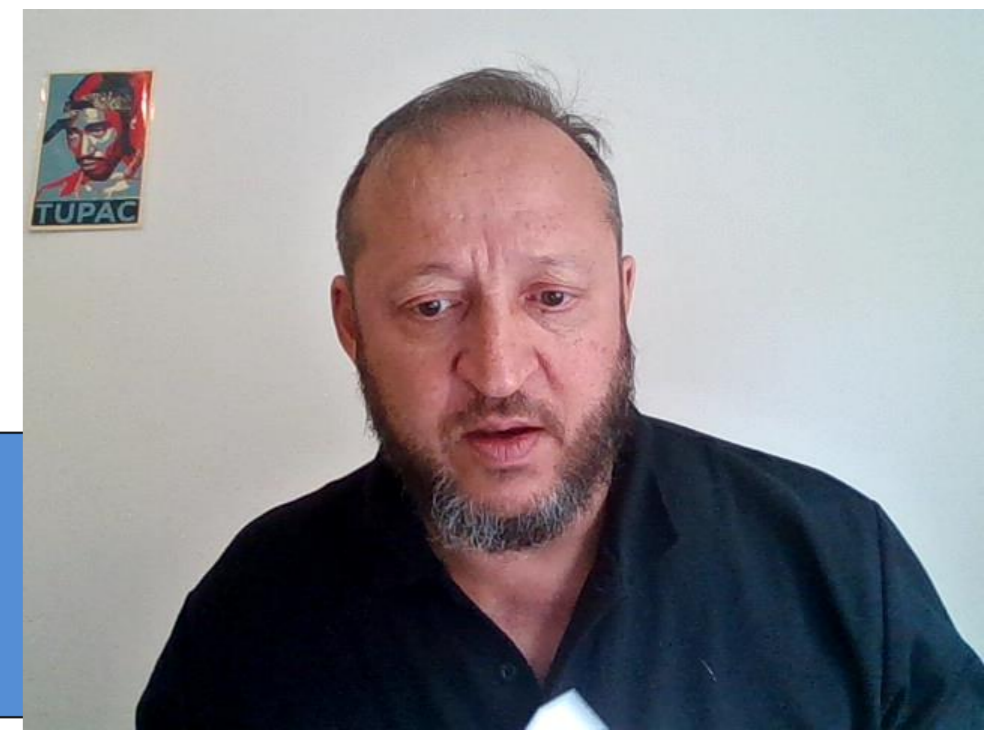


Challenger or partner ?

Don't take it personally : **"Time is the friend of the wonderful business, the enemy of the mediocre"** W.Buffet

CashWay challenges :

- the social exclusion of those who need to use cash but cannot
 - "In 2020, there were 96.5 million people in the EU at risk of poverty or social exclusion, representing 21.9% of the population" (Source Eurostat)
 - Still cash payment accounts for less than 3% of the ecommerce annual turn-over in Europe
- the deprivation of freedom to choose cash
 - Protecting one's privacy has become a major concern among the population in Europe



Challenger or partner ?

CashWay challenges :

- Myths and misconceptions about cash and its usage
 - We believe that won't live in a cash less society anytime soon but rather in a “cashmore” or “bettercash” society
- The operating costs of obsolete banking or distribution networks
 - Before the recent success of the digital banking the fact is that the traditional banks failed to maintain a direct contact with their clients through their expensive branch network



CashWay a business partner

- Being only an independent and non exclusive tech service company means serving the needs of the clients, any clients, anywhere (France, other EU Member State, or Africa).
- We have chosen not apply for a regulated status to avoid conflict of interest situations or commercial conflicts. **We are a solution provider not a competitor**
- CashWay is often a service provider to competing companies:



Full service agreement (Banking, Billing and Ecommerce platforms). Network of 1600 POS tobacconists network.



Full service agreement (Banking, Billing and Ecommerce platforms). Network of 1600 POS tobacco



CashWay a business partner

- We are assisting banks willing to operate their own POS network (ie without relying on our BPS or Treezor platforms).



Banking platform only dedicated to Delubac SMEs clients only.
SaaS mode, no exclusivity of any kind.



Banking platform only dedicated to Themis SMEs clients only.
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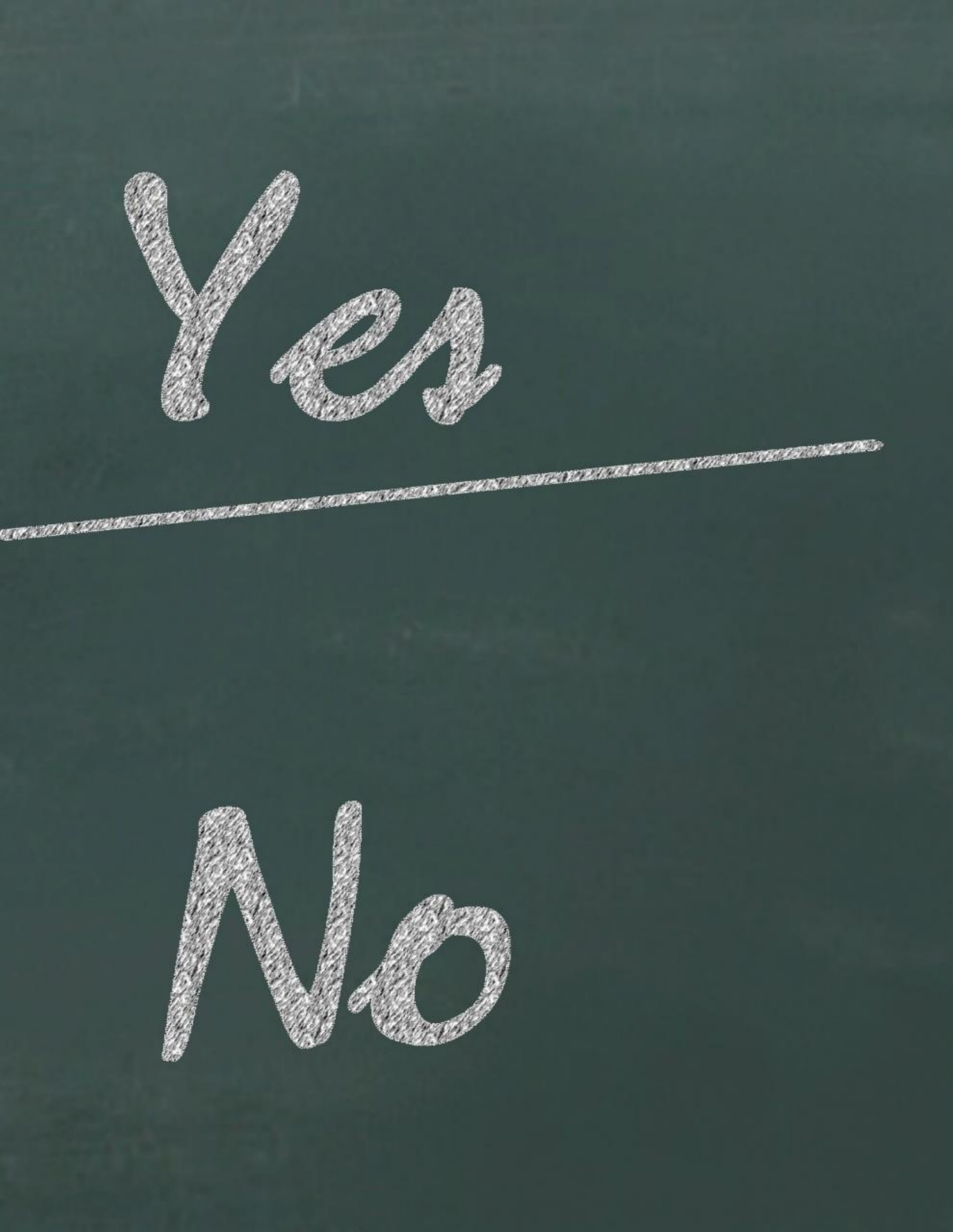


Cash or Digital ?

We do not see any conflict between digital and cash transactions provided that:

- They are at arm's length and consumers have a real choice
 - We believe digital and cash payments combine with each other to serve the needs of individual customers or SMEs
- They have different features, pros and cons
 - Cash payment is the cheaper, the more reliable and the most widely used worldwide. It cannot be replaced but ...
 - Cash payment is not always appropriate in all circumstances





Our short answers

?	CASHWAY
Challenge traditional players, or partner with them to improve the cash distribution network ?	PARTNER
Compete with existing branches and ATMs or will they offer an alternative channel ?	No real need to compete against banking branches this battle for the banking branches is lost ATM will suffer the same fate. ALTERNATIVE CHANNEL
Disrupt the trend towards increasing use of digital payments ?	Mitigation rather than reduction
Can they turn cash into a digital payment ?	YES this is the key point
Can Cashtech play a more prominent role in the future cash cycle?	Certainly YES
How can their business model be more attractive for retailers and other stakeholders?	By delivering turnkey solutions, not relying on PSP integration
Should central banks and retailers encourage their expansion?	Yes cash usage is a general concern for consumers and a matter of public policy

