



MARCH 21-23
LAS VEGAS
CONVENTION CENTER

The Benefits of Cashless Payments

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Where People, Products & Possibilities Meet

The Benefits of Cashless Payments



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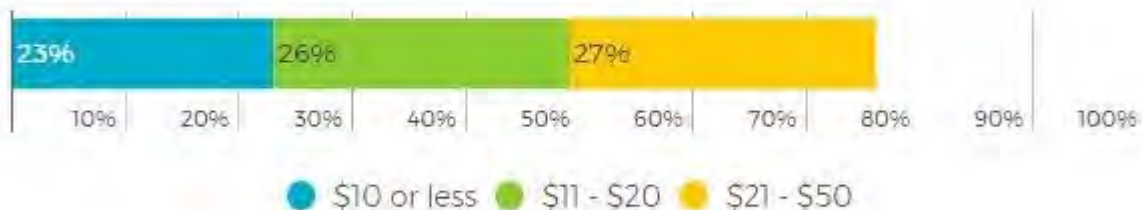
- Consumer convenience
- Gives operators a steady flow of sales
- Increased sales
 - DR K stats:
 - 25-30% lift on card accepting machines
 - 15-20% when machine prompts consumers for multiple items

Source: Discount Vending.com

Consumer Cash Landscape

How much cash people carry

Of people who carry cash, 76% keep \$50 or less on them.



Source: U.S. Bank Cash Behavior Survey
Respondents: 2,003 smartphone owners in the U.S., ages 19-71

The Digital Age – Beyond Cards



- 47% consumers prefer paying with digital apps over cash
 - 49% Millennials (19-36)
 - 44% Generation X (37-52)
 - 32% Boomers (53-71)

Source: US Bank Cash Behavior Study 2017

Future of Vending



- Ultimate consumer convenience
 - The “Uber” of vending
 - Lifestyle choices
 - Personalized vending
 - Order before you go, pick-up in store

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