



Retail Cash Management

Or how to improve the “from pocket to profit” process

Hagen Hoehl - Vice President - GLORY - Retail

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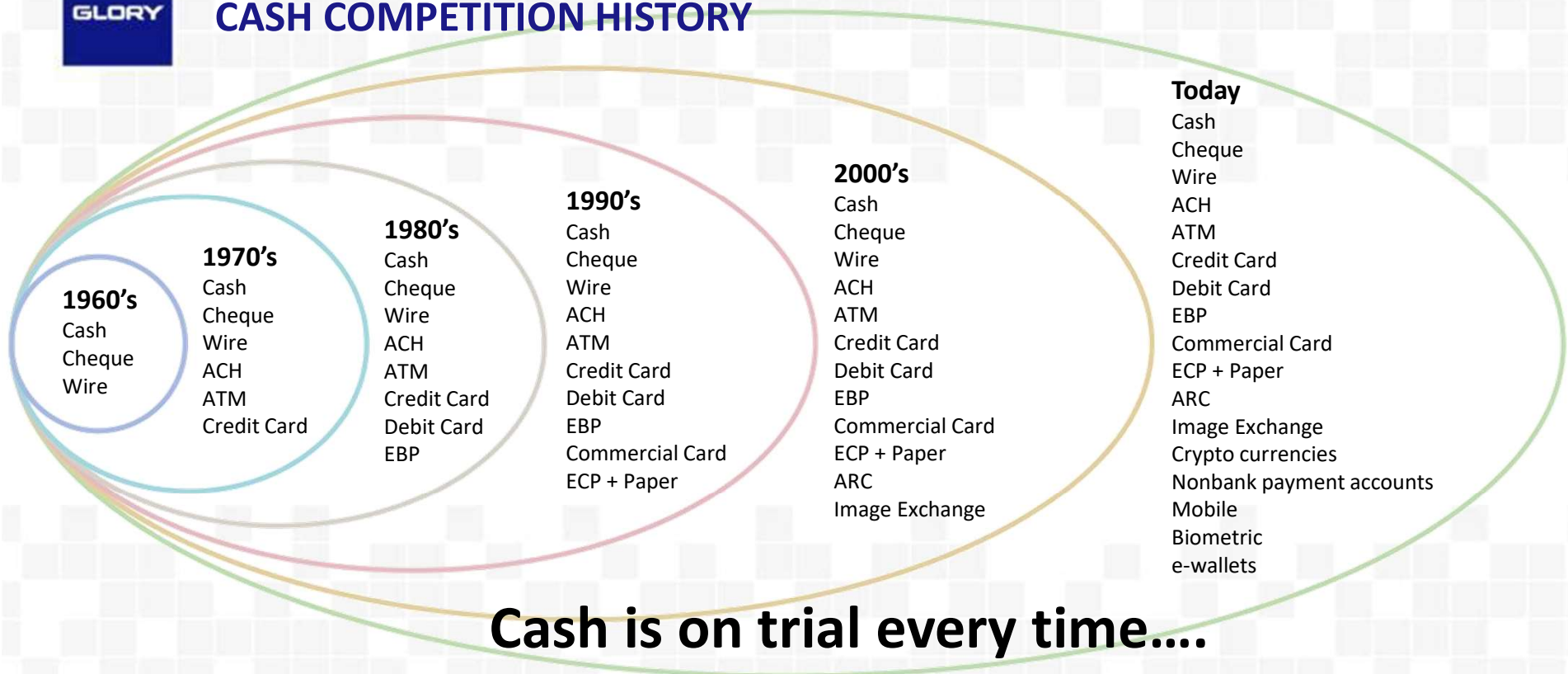
Cash is dead ! or ?

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ABBA



CASH COMPETITION HISTORY



1960's
Cash
Cheque
Wire

1970's
Cash
Cheque
Wire
ACH
ATM
Credit Card

1980's
Cash
Cheque
Wire
ACH
ATM
Credit Card
Debit Card
EBP

1990's
Cash
Cheque
Wire
ACH
ATM
Credit Card
Debit Card
EBP
Commercial Card
ECP + Paper

2000's
Cash
Cheque
Wire
ACH
ATM
Credit Card
Debit Card
EBP
Commercial Card
ECP + Paper
ARC
Image Exchange

Today
Cash
Cheque
Wire
ACH
ATM
Credit Card
Debit Card
EBP
Commercial Card
ECP + Paper
ARC
Image Exchange
Crypto currencies
Nonbank payment accounts
Mobile
Biometric
e-wallets

Cash is on trial every time....

* Note: "The Future of Cash 2012 Report" by AGIS Consulting

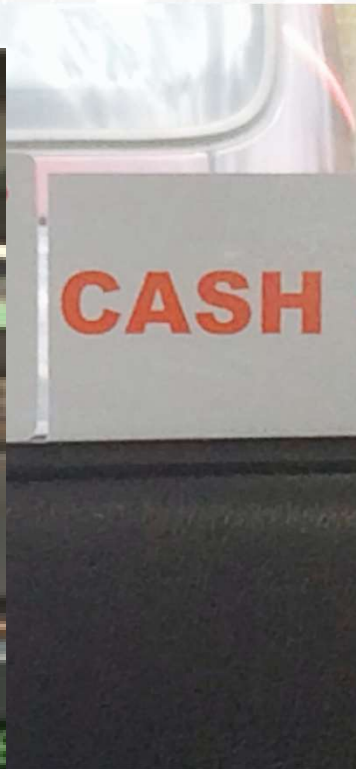
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ELECTRONIC PAYMENT



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CASH IS RESILIENT



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CASH IS RESILIENT



Now you can order online and
pay with cash
Only at Walmart

Order products at Walmart.com. Pay with cash at your store.*

Here's how it works:

1



Order online

Place your order and choose "Cash" as your payment method. Print or write down your order number.

2



Pay with cash at your store within 48 hours

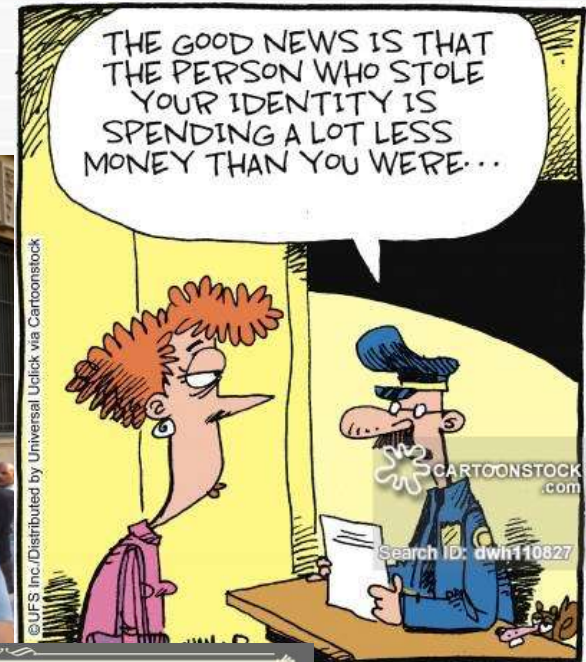
Just show your order number at any register in your Walmart store.

3



We ship your order

Your order arrives at your home or, if you chose Site to Store, you'll receive a text or email when it's ready to pick up.



THE UNBANKED

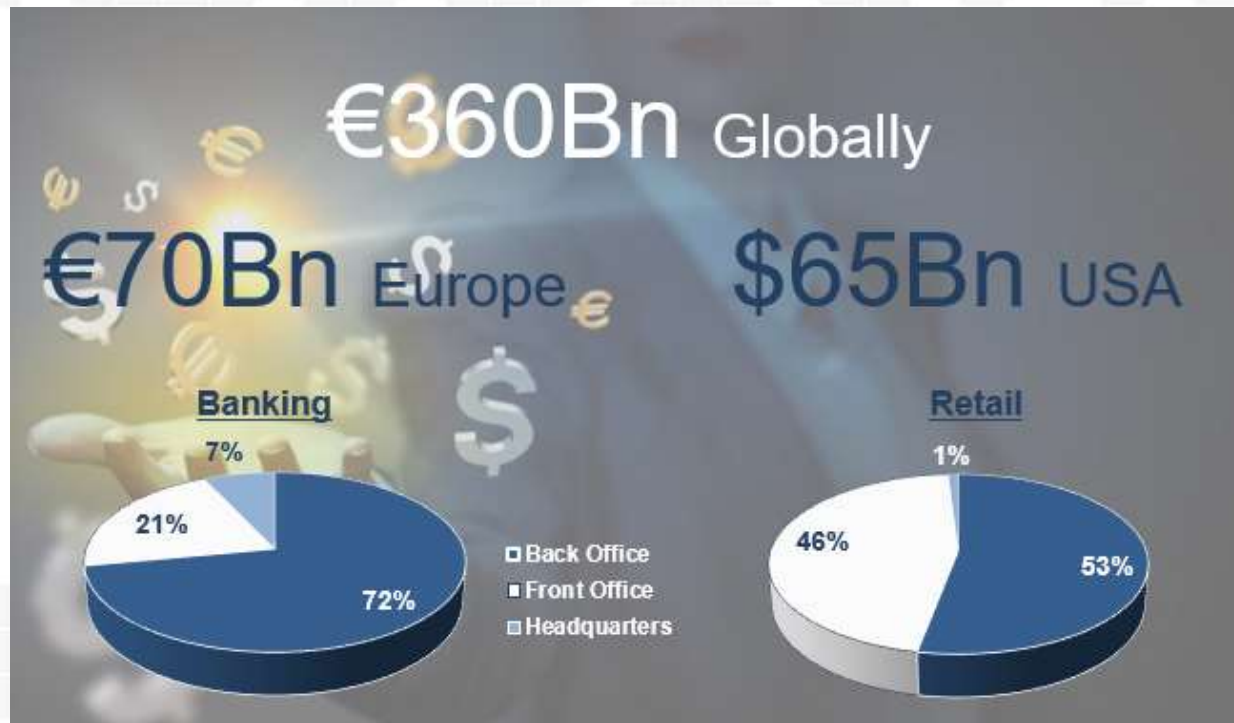
Almost 50% of the global adults do not have an account at a formal financial institution: the UNBANKED



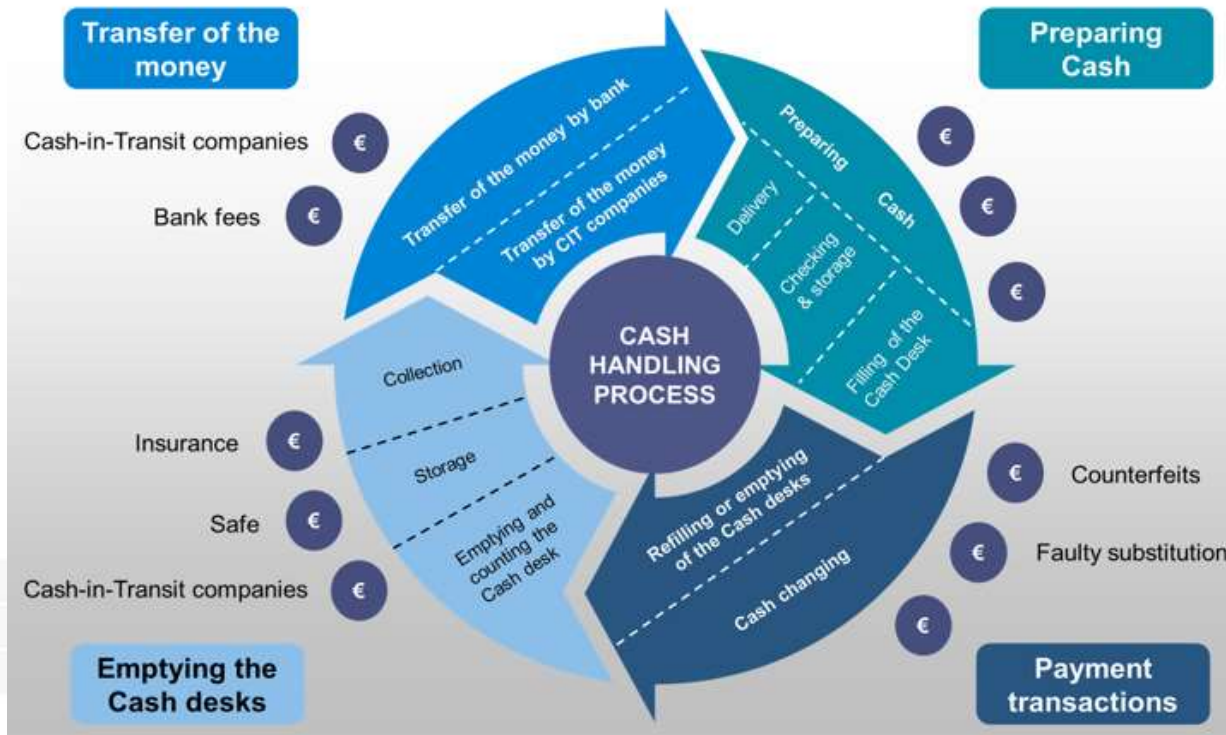
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Cash is expensive ! or ?

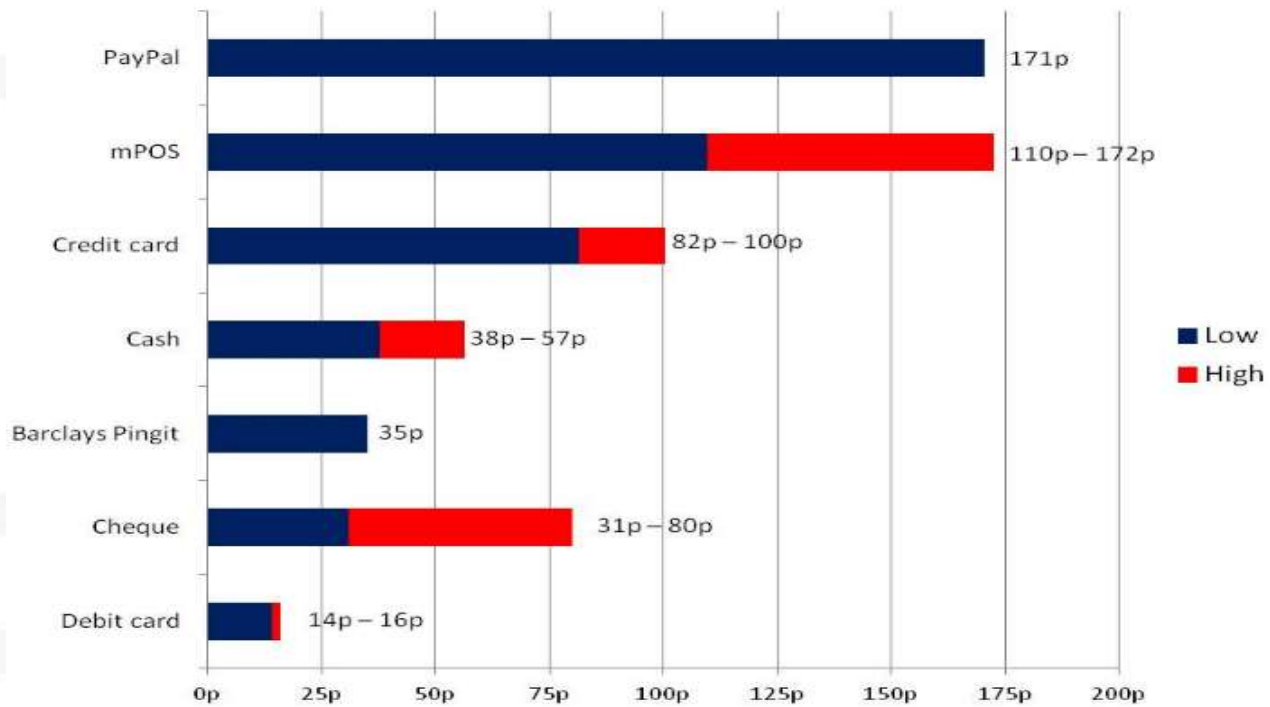
COST OF CASH



COST DRIVERS



COST OF VARIOUS PAYMENT POSSIBILITIES



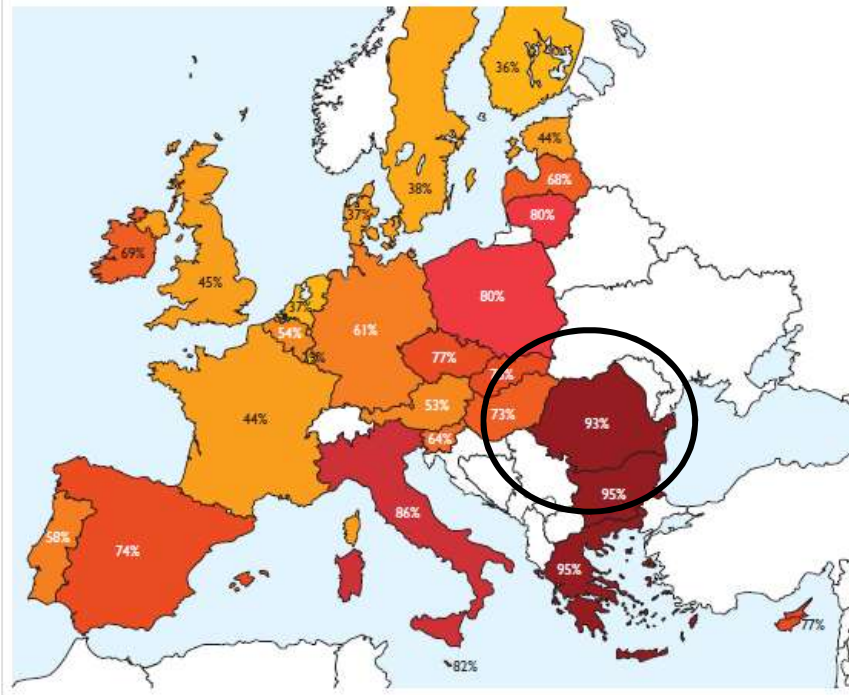
SOURCE: UK Card Association

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Cash in Romania

A VIEW ON ROMANIA

Figure 33 Percentage of cash in total transaction volume per country (EU27, 2012)



Source: The Social and Private Costs of Retail Payment Instruments: A European perspective, by Heiko Schmiedel, Gergana Kostova and Wiebe Rutterberg, 2012.

Romania relies heavily on cash for conducting payments: At 93%, it is ranked at number 3 in the EU. Even though most key figures show significant growth rates the absolute numbers are still considerably below EU averages. This holds true for ATMs (rank 14), POSs (rank 28) and Cards issued (rank 28) per inhabitant. Romania also scores lowest in the EU on inhabitants with a bank account, which is one of the reasons for the introduction of mobile payments in the country in an effort to reach the unbanked.

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Cash Management today

TECHNOLOGY DRIVERS



Self checkout



ESL & RFID



Supply chain



Omnichannel



Mobile

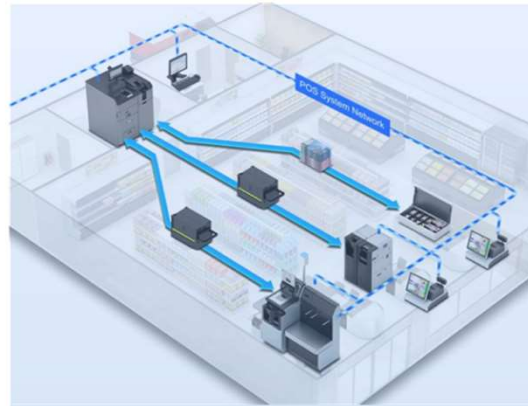
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WHAT ABOUT CASH?



IMAGINE A STORE WHERE CASH...

- ... isn't handled by your servers
- ... doesn't need cashiers
- ... is guaranteed to be authentic
- ... is stored in a secure environment
- ... is automatically counted
- ... is banked as soon as it's tendered
- ... is recycled to increase footfall



Separate the value of cash from its physical form ...



Cash Becomes an Electronic Payment

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WE CAN HELP CREATE LEANER PROCESSES & FREE UP RESOURCES



Search for
simplification



Safety in
numbers



Cash Management

**Technology to enable
change in the store**

The Retailer of tomorrow, will more than ever been shaped by the behavior, the needs and the demand of the customer.



'ONE SIZE FITS ALL' SEEMS ARCHAIC



Retailers will have to rethink their 'one size fits all' approach. Any retail strategy must include a plan to fit the ever-diverging needs of the shopper.

DEMISE OF 'BIG BOXES'

Global: Grocery and Drugstore Channel Sizes by Banner Sales, 2017-2022^f



RETAILERS HAVE STARTED THEIR MOVE

Channel Evolution of Leading Grocers, 2011^e-2021^f (%)



In 2016, Carrefour continued rolling out its multi-format model, accelerating openings of convenience stores, notably in Brazil, Spain, Poland and China.”

CARREFOUR ANNUAL REPORT



This company over time is going to look more like an e-commerce company.”

DOUG MCMILLON
CEO, Walmart

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RISE OF E-GROCERY AND NEW PLAYERS



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ONLINE ... STORE ... OR BOTH?



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CONVENIENCE ... CONVENIENCE & CONVENIENCE



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NEW CONCEPT BY NEW COLOURS?



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NEW SHOPPING EXPERIENCE - SELF SCANNING



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NEW SHOPPING EXPERIENCE - SCO



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NEW CHECKOUT EXPERIENCE



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WE SAVE COST AND TIME AND ENABLE CHANGE



By enabling Retailers to save time and money, Glory helps them to transform their business, reshape their stores and focus on customers
