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2022 Channel Partner Conference
Welcome!

Agenda

- Today's Agenda-
 - Nourishment Center in back
- Hamilton Update
- Market Information
- Innovation
- Reminders



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Hamilton Update

- Business in FI Market from Channel Partners was strong in 2021 – Thank you.
- Market continues to appear strong – positive feedback from partners, national accounts, other providers
- Hamilton United – move complete, but will never end
- Innovation - launched several new/upgraded products – more to come
- Sale of Gunnebo Cash Management business
 - All Hamilton channel partners have access to Gunnebo Cash Management/Sesami products
- Still challenges in our supply chain
 - Extended lead times in some areas – electronics, small run components, machining. We have extended POs with key suppliers
 - We continue to insource – we purchased a machine shop and will move it into the new facility by the end of Q1.
 - Found second sources for all overseas sourced parts

Hamilton Update

- Pricing
 - In 2021, price increase in April (0 – 8%), 5% surcharge in July and 5% in October
 - Significant cost increases – not offset by surcharges in 2021
 - We continue to see significant cost increases in some key areas – mainly steel, plastics & electronics.
 - Steel example
 - Plate
 - Hot rolled
 - Cold rolled
 - Rebar
 - Specialty – stainless, aluminum, galvanized

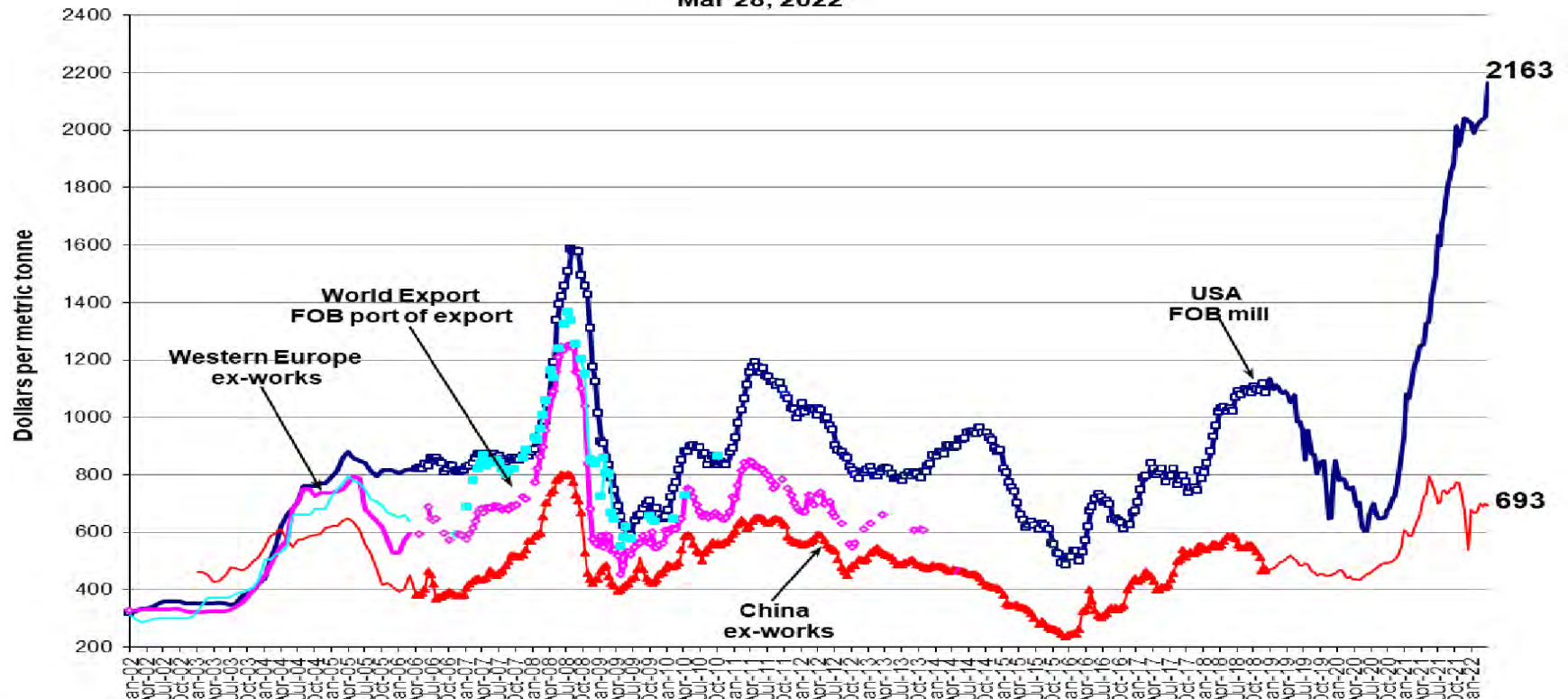
Hamilton Update - Steel Costs

*SteelBenchmarker*TM Plate Price

USA, China, Western Europe and World Export

(WSD's PriceTrack data, Jan. 2002 - March 2006; SteelBenchmarker data begins April 2006)

Mar 28, 2022



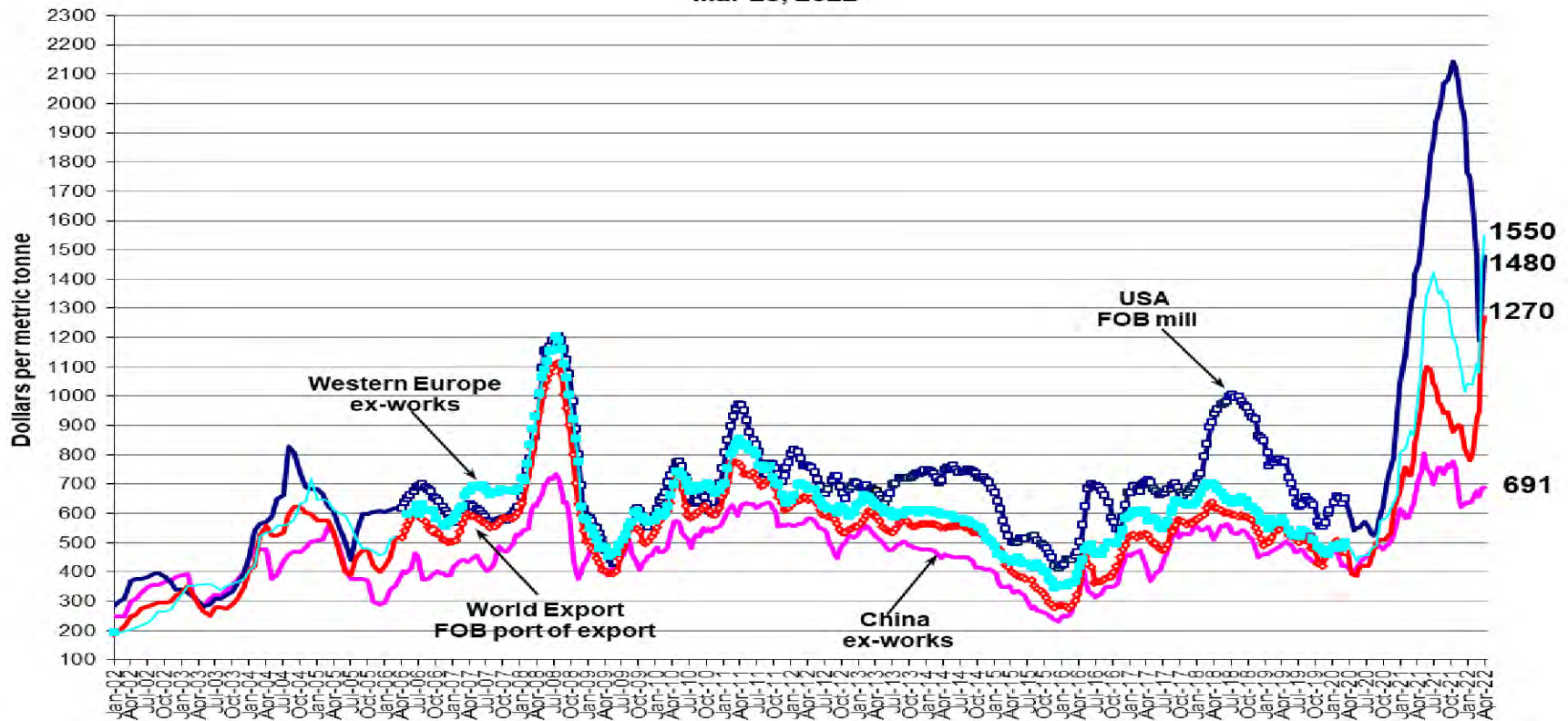
Hamilton Update - Steel Costs

SteelBenchmarker™ HRB Price

USA, China, Western Europe and World Export

(WSD's PriceTrack data, Jan. 2002 - March 2006; SteelBenchmarker data begins April 2006)

Mar 28, 2022



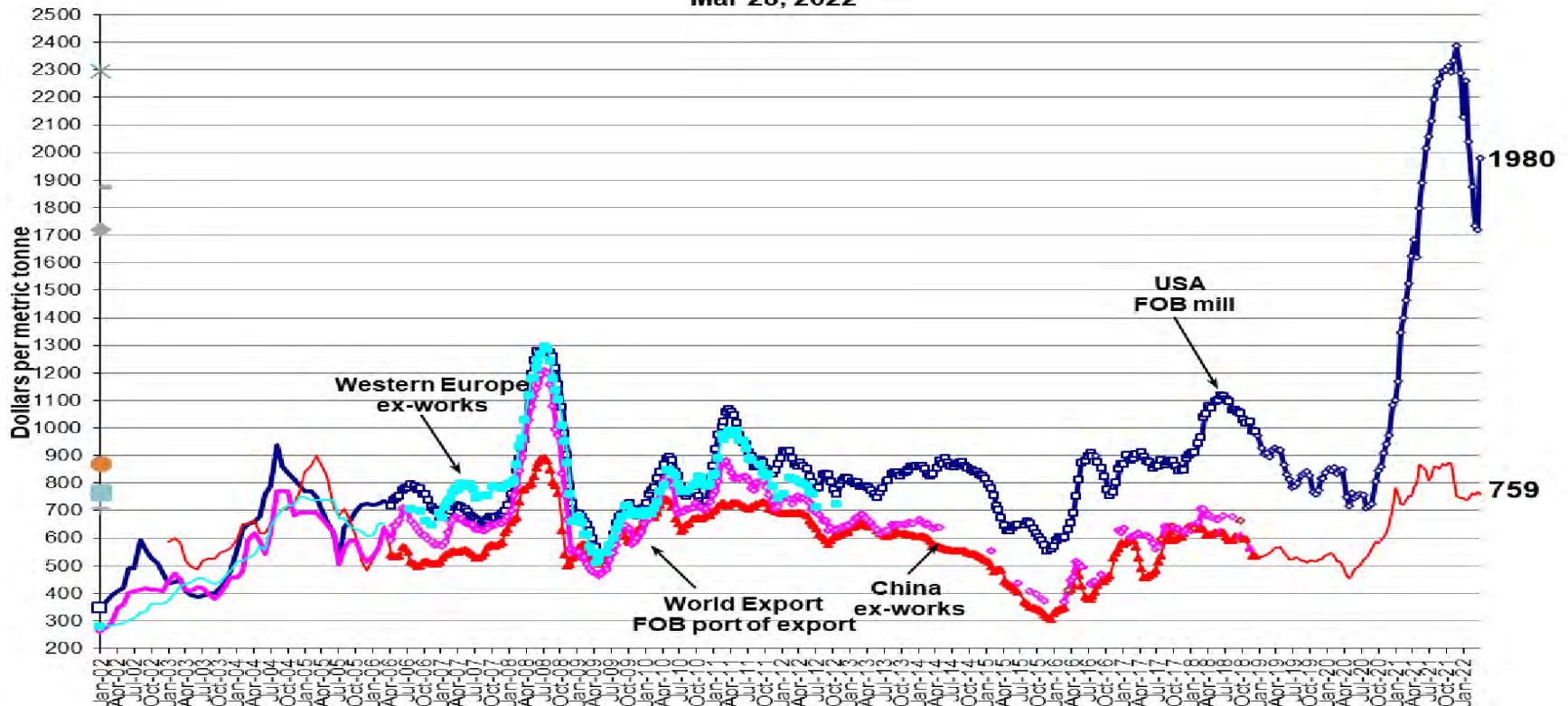
Hamilton Update - Steel Costs

SteelBenchmarker™ CRC Price

USA, China, Western Europe and World Export

(WSD's PriceTrack data, Jan. 2002 - March 2006; SteelBenchmarker data begins April 2006)

Mar 28, 2022



Hamilton Update

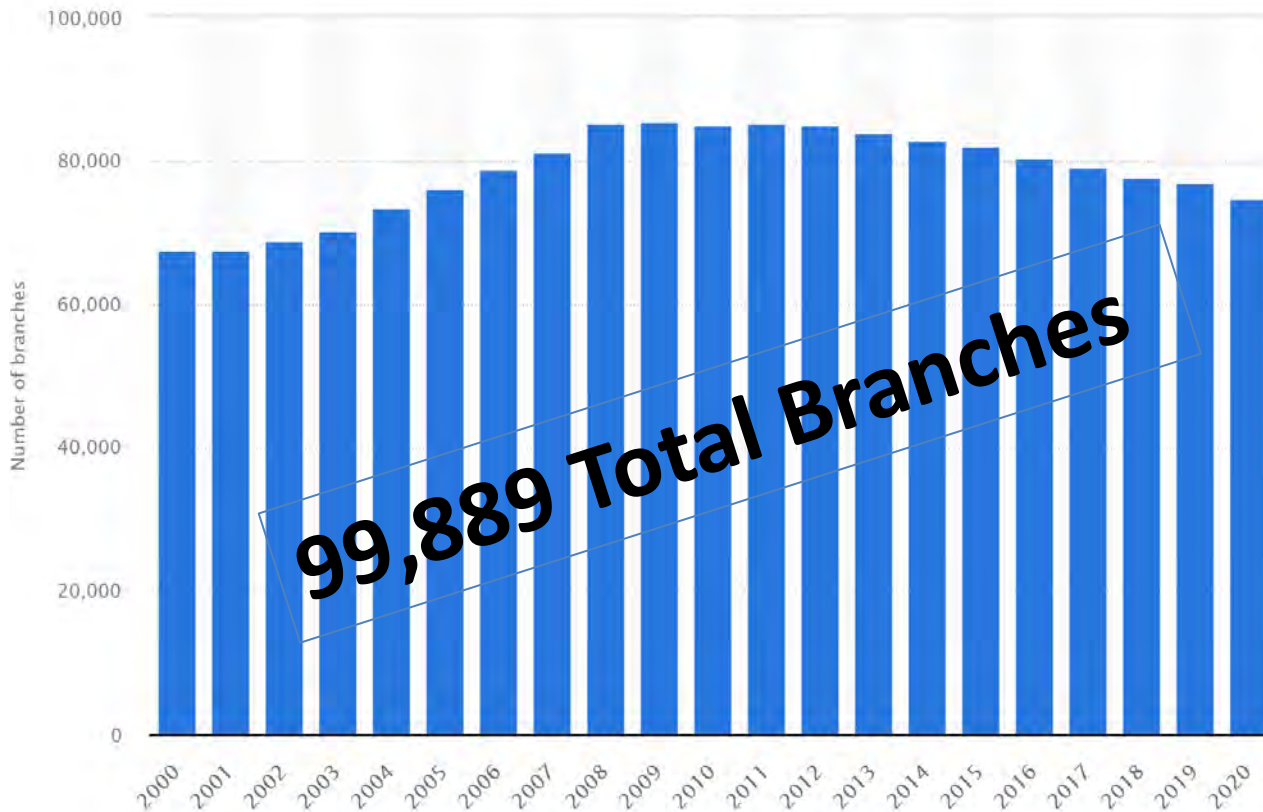
- Pricing Actions
 - Roll 10% surcharge into our pricing and additional increase in areas like tubing, BR glass, Safe Deposit Boxes, products with heavy steel content – effective May 1. We will honor existing Hamilton quotes for 30 days.
 - All steel safes will be custom quoted
 - Our composite door option will be available end of Q2
 - All custom quotes will be valid for 30 days

Hamilton Update

- January and February difficult months for production – we are catching up.
- We are fully staffed in the factory
- Orders in March very strong – thank you
- Our biggest competitor is struggling
- Still a great time to be in this business!

The Market

Market – Number of FDIC Branches



~83,000 Branches in 2019

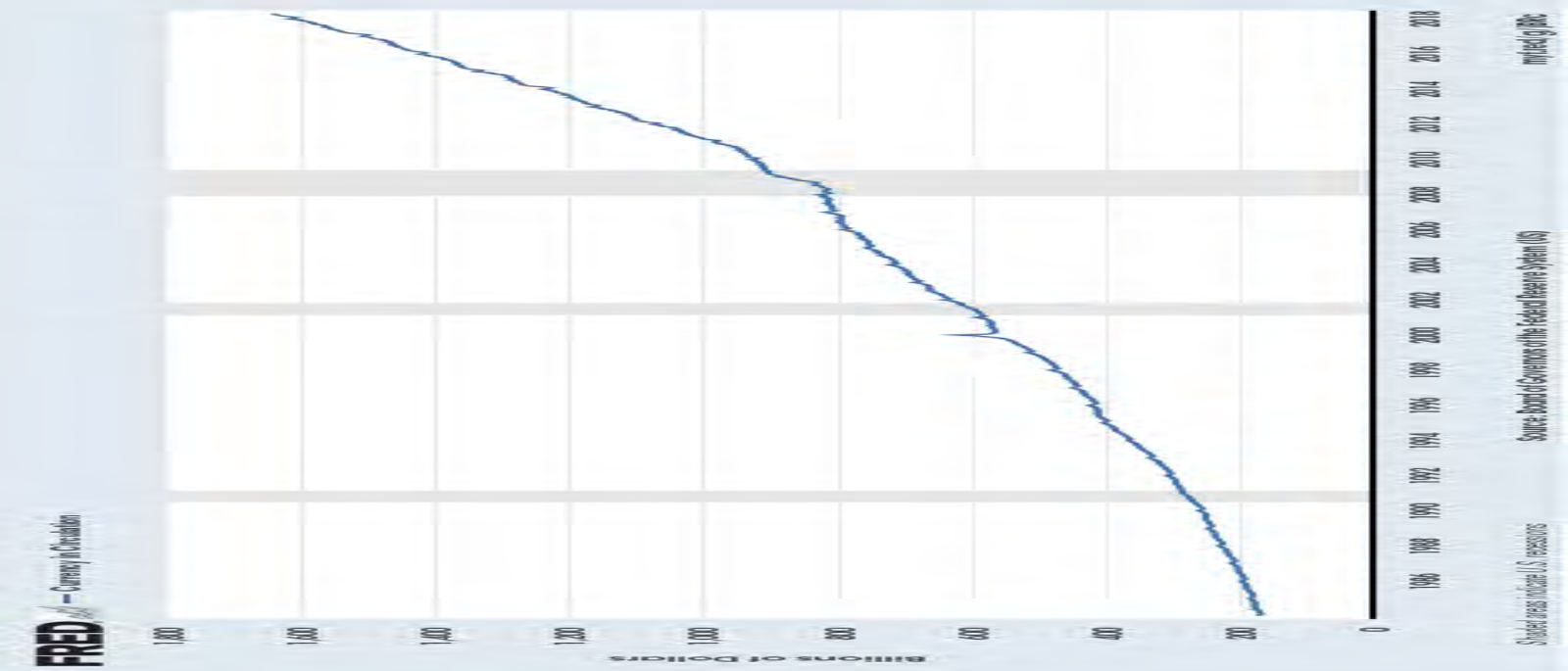
2,284 net closures in 2020; 2,927 net closures in 2021

77,790 Branches at the end of 2021

Number of Credit Unions grew 2-3% each of last three years

~22,100 Credit Union Branches

Cash is Dying?



Cash is Dying?



Volume of US Cash in Circulation

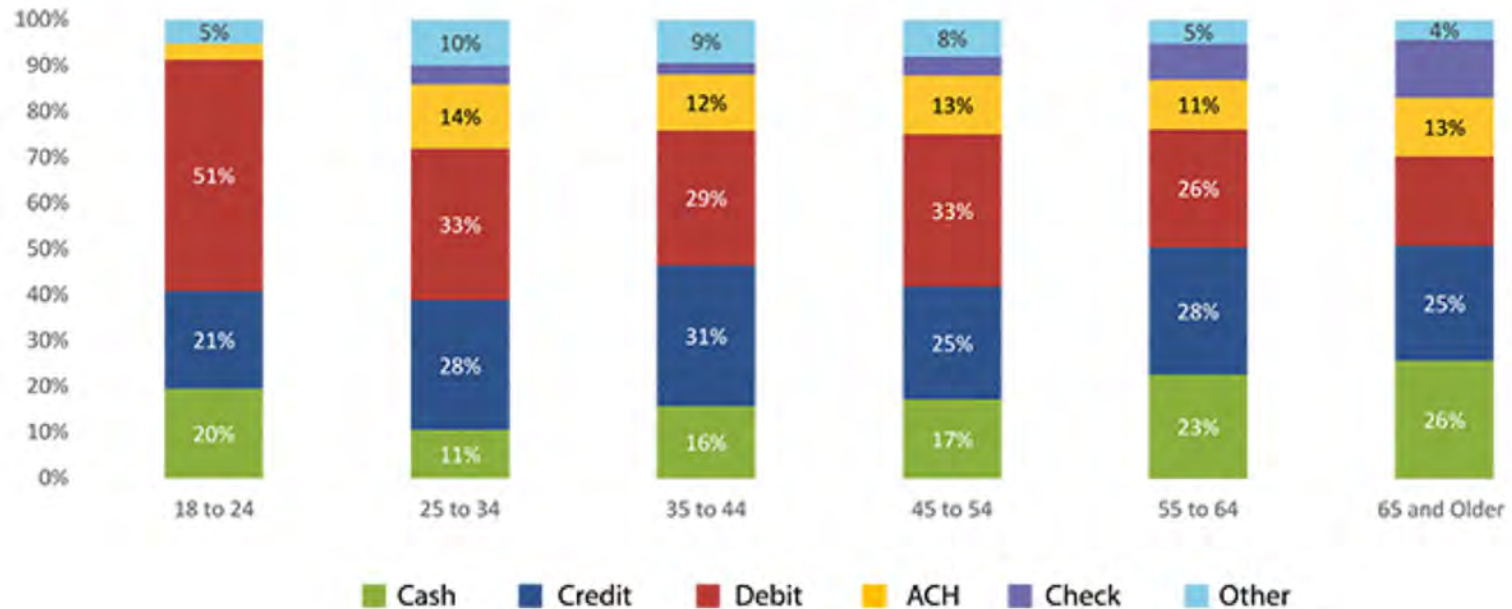
Volume of currency in circulation, in billions of notes as of December 31 of each year

	\$1	\$2	\$5	\$10	\$20	\$50	\$100	\$500 to \$1,000	TOTAL
	\$13.1						\$16.4		\$50.3
2018	12.4	1.3	3.1	2.0	9.4	1.8	13.4	0.0004	43.4
2017	12.1	1.2	3.0	2.0	9.2	1.7	12.5	0.0004	41.6
2016	11.7	1.2	2.8	1.9	8.9	1.7	11.5	0.0004	39.8
2015	11.4	1.1	2.7	1.9	8.6	1.6	10.8	0.0005	38.1
2014	11.0	1.1	2.6	1.9	8.1	1.5	10.1	0.0005	36.4
2013	10.6	1.0	2.5	1.8	7.7	1.5	9.2	0.0005	34.5
2012	10.3	1.0	2.4	1.8	7.4	1.5	8.6	0.0005	33.0
2011	10.0	0.9	2.4	1.7	7.1	1.4	7.8	0.0005	31.3
2010	9.7	0.9	2.3	1.7	6.5	1.3	7.0	0.0005	29.5
2009	9.6	0.9	2.2	1.6	6.4	1.3	6.6	0.0005	28.5
2008	9.5	0.8	2.2	1.6	6.3	1.3	6.3	0.0005	27.9
2007	9.3	0.8	2.2	1.6	6.1	1.3	5.7	0.0005	26.9
2006	9.0	0.8	2.1	1.6	6.0	1.3	5.6	0.0005	26.4
2005	8.8	0.7	2.1	1.6	5.8	1.2	5.4	0.0005	25.6
2004	8.3	0.7	2.0	1.5	5.4	1.2	5.2	0.0005	24.2
2003	8.2	0.7	1.9	1.5	5.4	1.2	4.9	0.0005	23.8
2002	8.0	0.7	1.9	1.5	5.2	1.2	4.6	0.0005	22.9
2001	7.8	0.6	1.8	1.5	5.0	1.1	4.2	0.0005	22.1
2000	7.7	0.6	1.8	1.5	4.9	1.1	3.8	0.0005	21.3
1999	7.5	0.6	1.8	1.6	5.8	1.3	3.9	0.0005	22.5
1998	7.0	0.6	1.6	1.4	4.5	1.0	3.2	0.0005	19.3

Includes Federal Reserve notes, U.S. notes, and currency no longer issued.

Market – Payment by Age

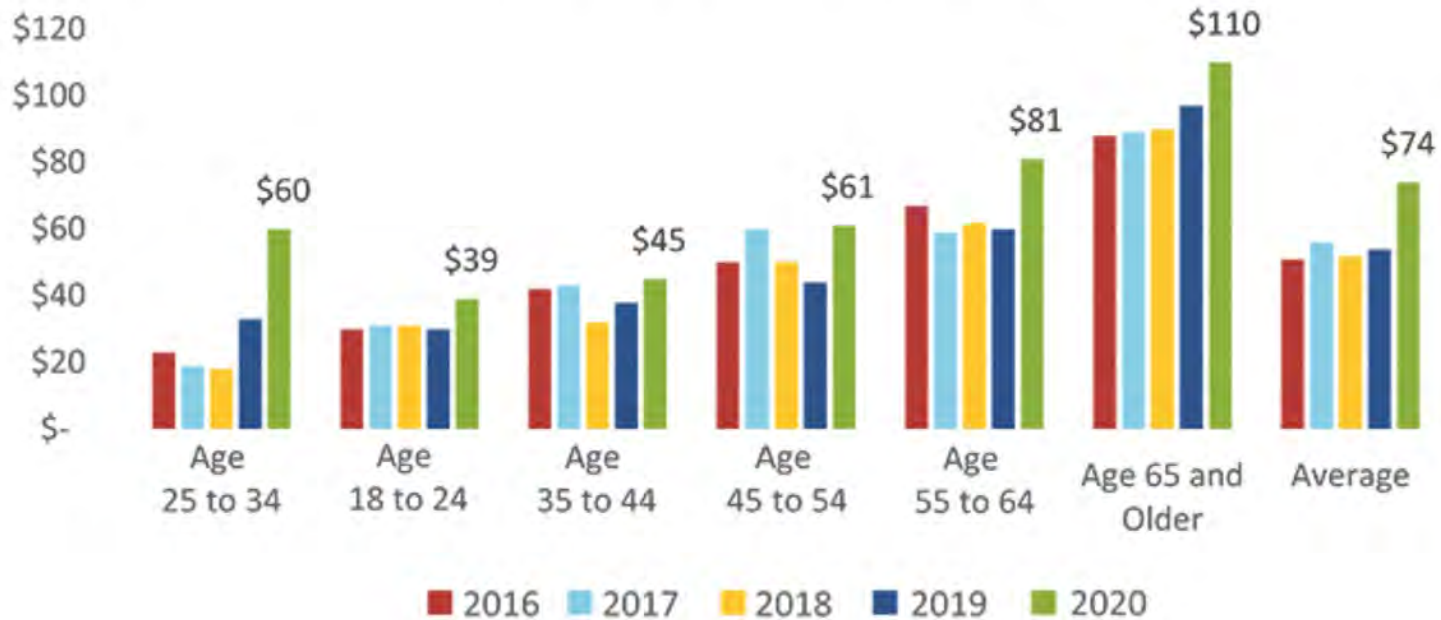
2020 Payment Instrument Use by Age



Federal Reserve Bank of San Francisco

Cash Holdings By Age

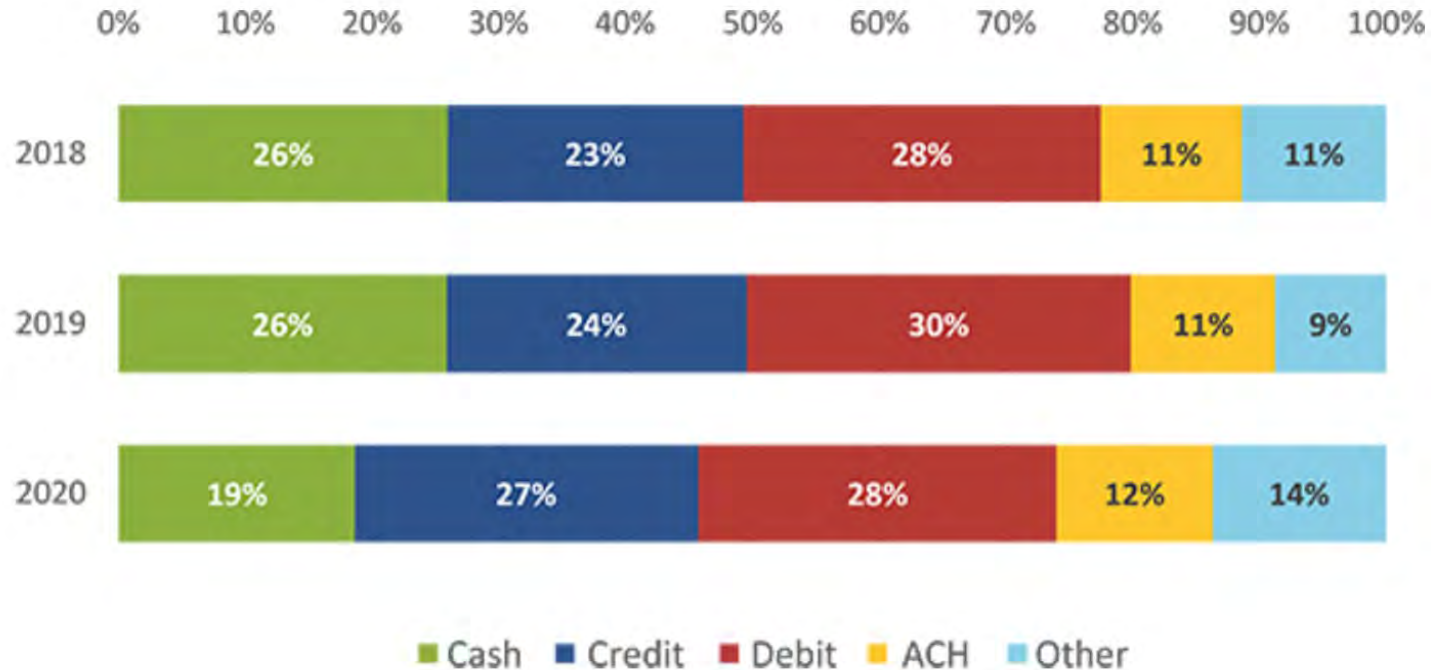
Average Daily Holdings by Age



Federal Reserve Bank of San Francisco

Market – Payment Types

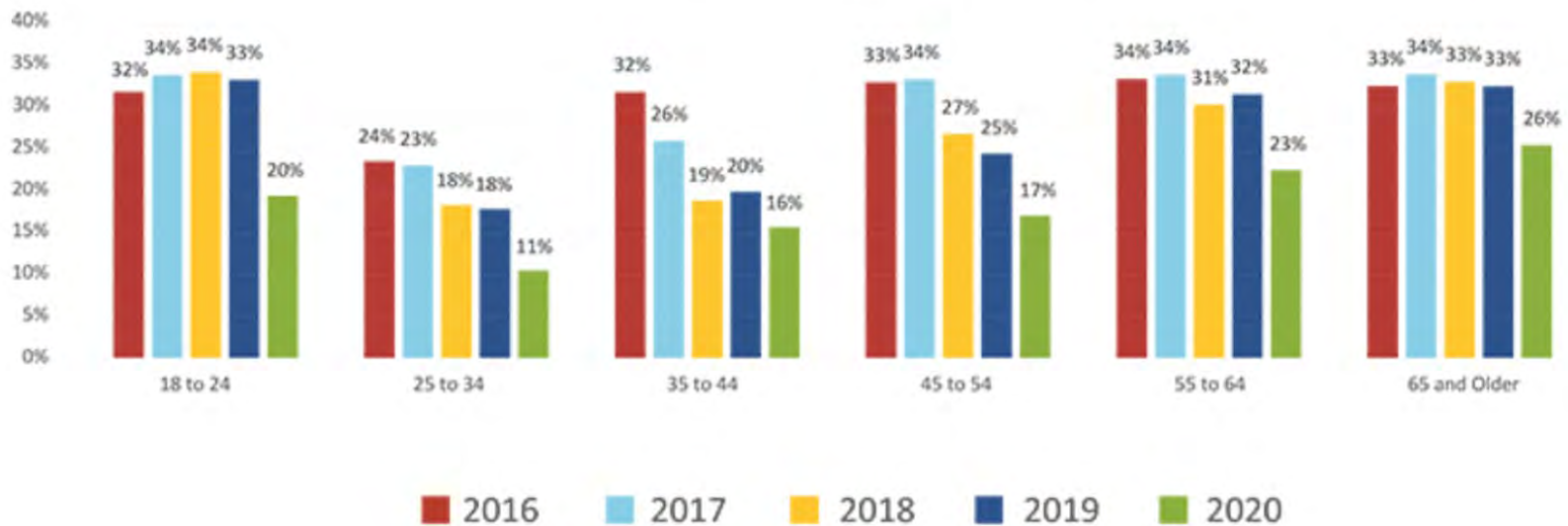
Share of Payment Instrument Use by Year



Federal Reserve Bank of San Francisco

Market – Cash Usage Share

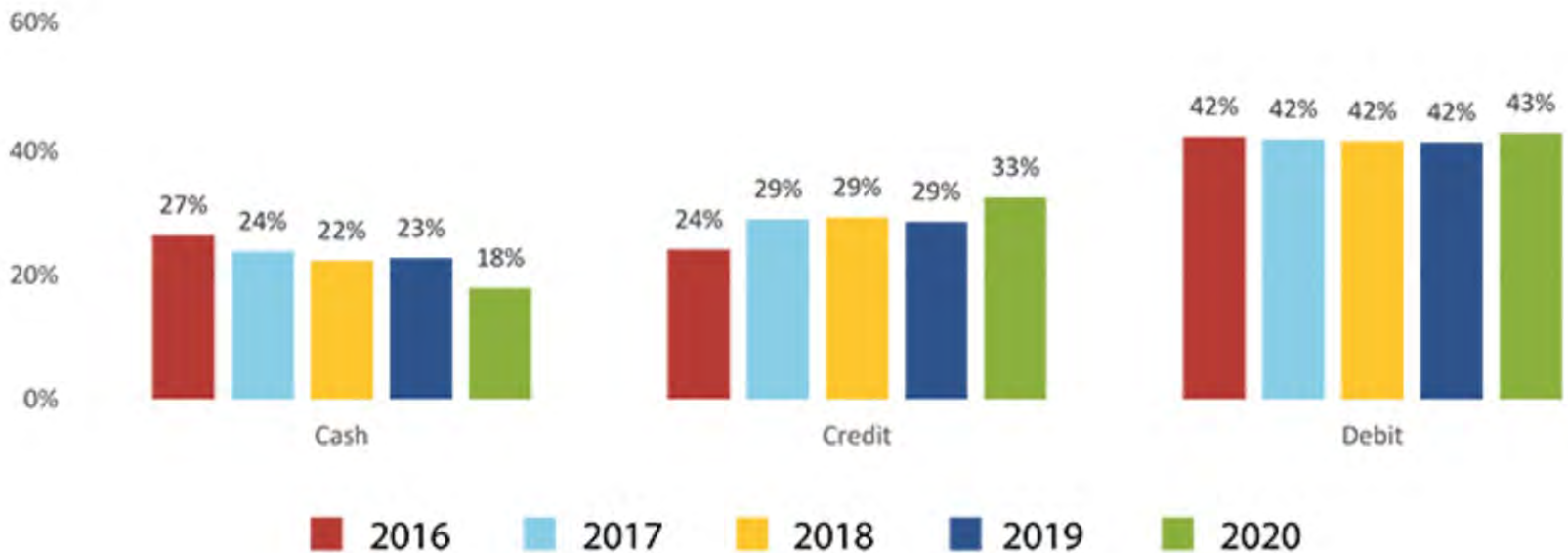
Cash Use Share by Age Group and Year



Federal Reserve Bank of San Francisco

Market – Payment Type Preference

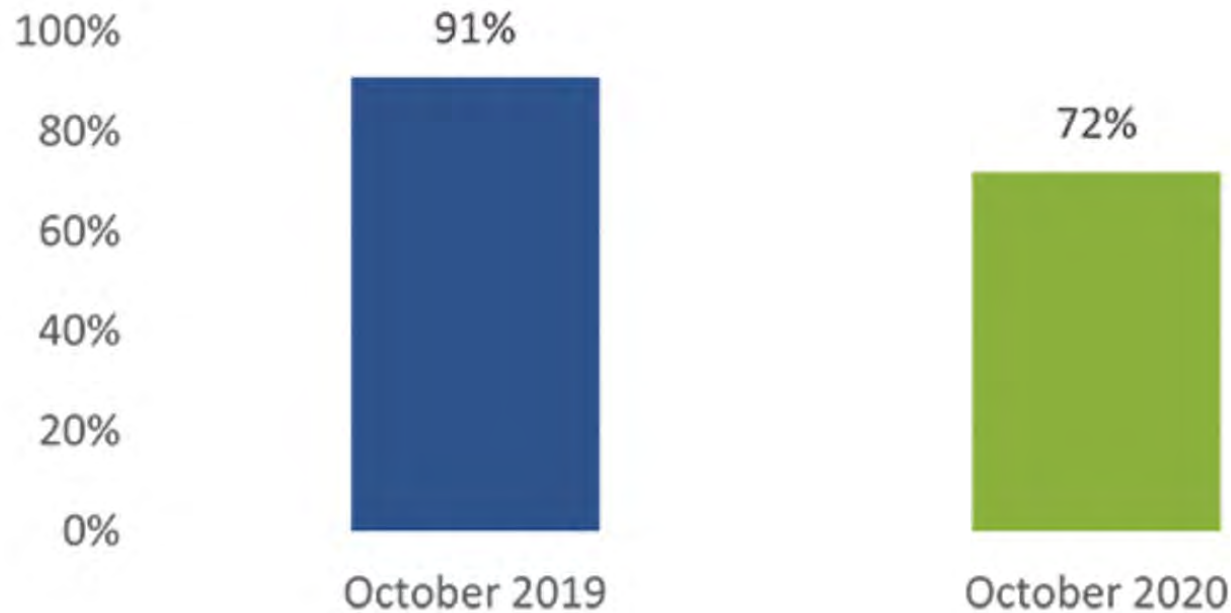
Payment Instruments Preferred for Payment



Federal Reserve Bank of San Francisco

Market – Share of In-Person Payment Use

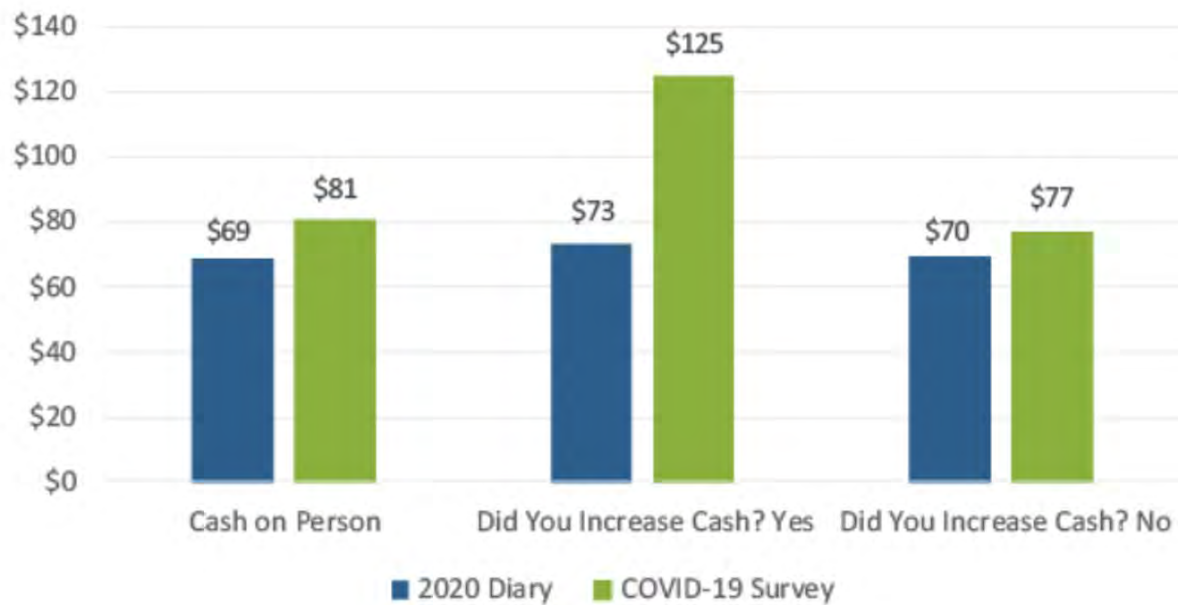
Share of Participants Reporting In-Person Payments During Diary



Federal Reserve Bank of San Francisco

Market – Cash Held

Cash Held in Pocket, Purse, or Wallet



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Innovation



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Innovation



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Reminders

- We want to be your parts supplier!
 - Let us know if there are parts you need sourced or created
- Commercial Transaction Migration– another way into competitive accounts
- We continue to expand electronic security
- Come visit us!

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Thank You For Your Business!

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Stefan Syren & Linda Andren
Gunnebo Group



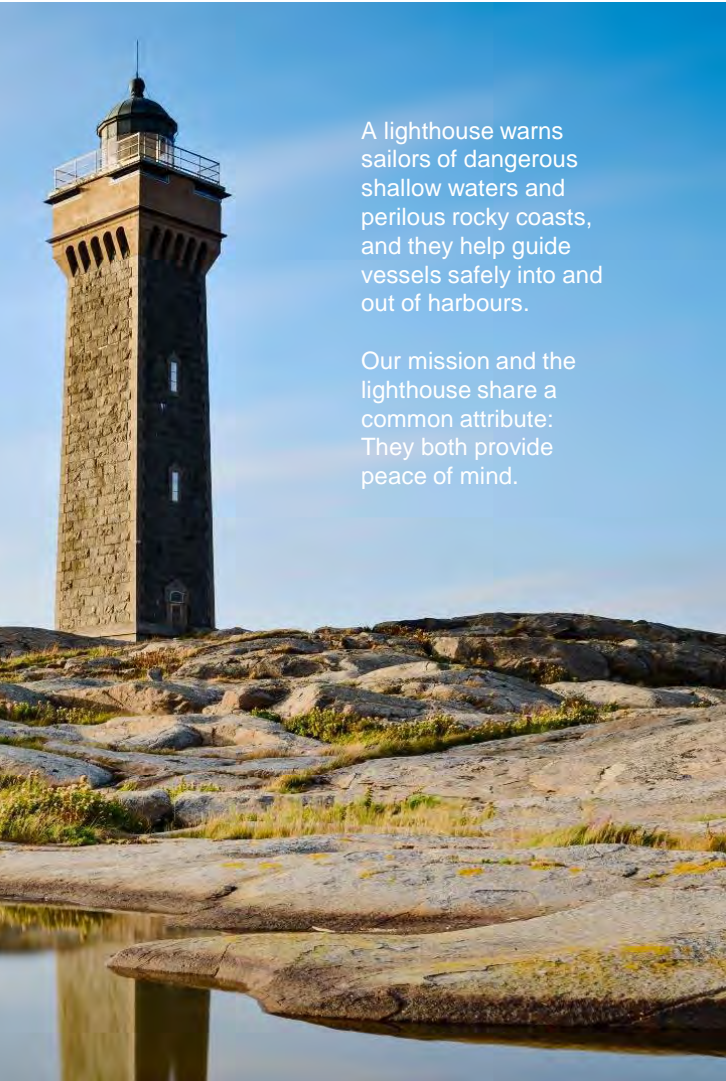
What is sustainability and why it is important?





Gunnebo Sustainability Approach





A lighthouse warns sailors of dangerous shallow waters and perilous rocky coasts, and they help guide vessels safely into and out of harbours.

Our mission and the lighthouse share a common attribute: They both provide peace of mind.

A sustainable approach

- Sustainable Development Goals are increasingly important both to Gunnebo and to a wider audience.
- We list sustainability very high on our agenda; setting high standards for our **products**, our **employee working conditions** and for the **environment in which we live**.
- All Gunnebo Safe Storage production sites* are certified according to
 - ISO 14001 - Environmental Management System
 - ISO 9001 - Quality Management System
 - ISO 45001 / OHSAS 18001 - Occupational Health & Safety System



*Status Feb 2022



Gunnebo Sustainability Approach



Hamilton

- Examples of customer request
 - ISO certification on environment and quality
- Ongoing improvements
 - Energy savings in new factory, LED lights & better isolation
 - Reduced emissions
 - Reduction of waste
 - Cleaner air in building
 - In-house water treatment
 - Extra filtration in the offic area
 - Healty alterinatives in our cafe



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Hamilton National Accounts

4/13/2022

Rick Istnick – VP National Accounts

National Account Team

- Rick Istnick – VP National Account Sales
- Ken Ezop – Chase (JLL) & Kroger
- Vince Gannon – Chase (CBRE)
- Mike Mooney – BofA, Wells Fargo & TD
- Open – Inside Sales
- Open – Retail/Pharmacy Sales

National Account Projects & RFPs

- Bank of America
 - Physical Security RFP
 - ADA Surveys
 - AHD Replacements
- Chase
 - SD Box Drillings
- Wells Fargo
 - NE RFP – Undercounter & Drive Up
 - AHD Replacements

Service Opportunities

- Wells Fargo
- Bank of America
- Chase
- Walmart
- Kroger



2021 National Acct. Revenue

- Bank of America - \$683 K
- Chase - \$7.1 M
- Wells Fargo - \$347 K
- TD - \$100 K

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Customer Service

Greg Hoop

Dana Hammerle

Concierge Team

- Dana Hammerle – Department Manager
- Casey Tyler – Team Lead
- JoEllen Beyer - Channel Partner account manager
- Cari Simpson - Channel Partner account manager
- Lesa Mueller - Channel Partner account manager
- Tiffany Knight – National Accounts account manager
- Theresa Dressler- National Accounts account manager
- Nicole Weischedel - National Accounts account manager
- Johnecia Speed – Service Team process lead
- Carrie Clark – Service Team
- Savannah Davidson – Service Team

Concierge Team Metrics

- 3156 Sales Orders entered in Q1 of 2022
- 1010 Quotes Created in Q1
- 8 errors created in Q1 - 99.75% accuracy.
- Average Time to enter orders - .31 days



Service Team

- Over 25,000 service requests processed in 2021
- 5182 technical support calls processed in 2021

Dashboards

SO PAST PROMISE DATE **11**

04/04/2022 4:48:20PM

	<u>PROMISED</u>	<u>REV.</u>	<u>PD</u>	<u>RPD#</u>
0478838	12/02/2021	02/08/2022		2
0479630	12/08/2021	02/08/2022		2
0474542	03/04/2022			
0473742	03/07/2022			
0474912	03/10/2022			
0473159	03/14/2022			
0474570	03/14/2022			
0473887	03/18/2022			
0482112	03/18/2022	03/31/2022		1
0459832	03/21/2022			
0469646	03/31/2022			

SALES ORDERS - NEED INFORMATION **47**

04/06/2022 10:08:19AM

ALLEN M

0478162 4.4 PAST DUE/NEED ETA CASE

DAVE J

0482461 4.4 PAST DUE/ NEED ETA CASE

0483127 4.4 B/O-NEED ETA CASE

0483272 4.4 B/O-Need ETA LESA

0483303 4.4 B/O-need ETA LESA

0485592 4.4 NEED PD CASE

0483281 4.5 PAST DUE/NEED ETA TER

0485902 4.6 B/O-Need ETA LESA

0485409 4.6 B/O-Need ETA LESA

DAVE R

0483774 4.4 NEED PD CARI

0483219 4.4 Need PD LESA

0480877 4.5 ADD PD OF 4/20 CASE

0477957 4.4 Past Due/Need ETA LESA












0478328 4.4 PAST DUE/NEED ETA CASE

0480191 4.5 ADD PD OF 4/20 CASE

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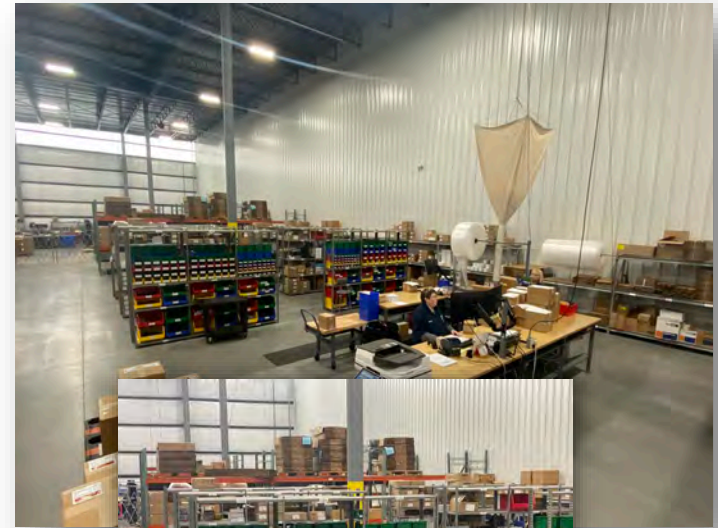
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Plant Traveler

 0472042 Released Date: 01/15/2022 Promise Date: 04/07/2022	**PLANT TRAVELER ** In Fabrication  In Welding  In Pouring  In Paint  In Assembly  Completed 	Page:1 QC Hold  Held Up  QC Hold and Help Up must have a memo created "HELD UP" stating the reason and ETA Stock Item 
Customer P.O. P020265	Ship VIA	
Item Number 17-043L Quick Row 	Prod Sched SAFE	Ordered 1.00 TL-15 Comp Chest 72X40X26 LS TL-15 Comp Chest 72X40X26 LS Left Swing (1) Kaba Mas 252R lock on the outer door (2) seismic detectors (1) two movement timelock

Parts Department

- Wende Frazee – Lead
- Mary Perkins
- 2021 - Shipped 10,902 orders, 76,651 parts
- 35 RMAs created – 99.68% accurate
- Extensive LEAN project completed in Q4 of 2021
- Fully driven by real time metrics shown on overhead displays
- Performance metrics watched daily
- Reorder reports are generated every Monday



Overhead Monitors

New - Print Picking Sheets

4/6/2022 11:18:57AM

2

<u>SO #</u>	<u>Order Date</u>	<u>ShipVia</u>
W119200	04/06/2022	UPS GROUND
0486526	04/06/2022	UPS 3 DAY/RUSH
W119200	04/06/2022	UPS GROUND

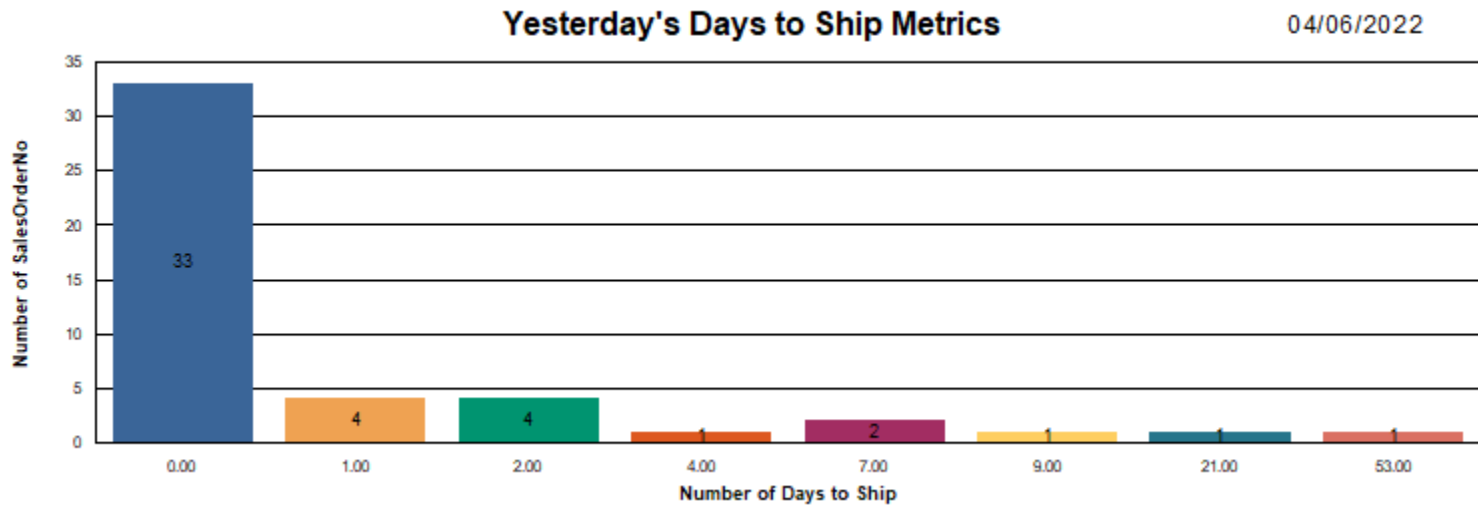
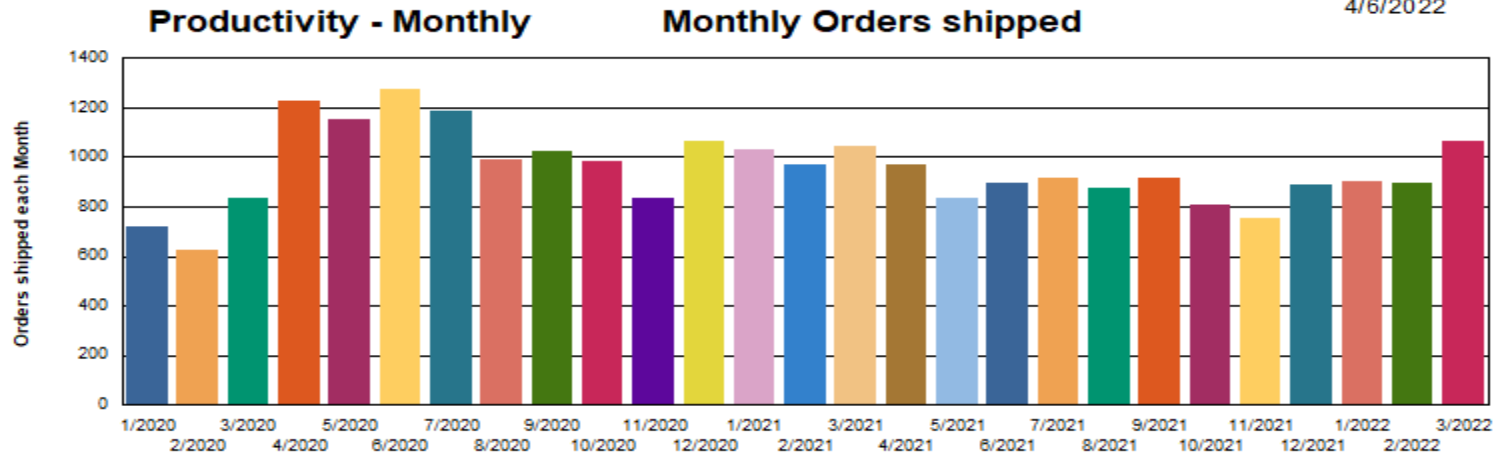
Orders to Pick

4/6/2022 11:18:57AM

14

<u>SO #</u>	<u>Order Date</u>	<u>ShipVia</u>
W119194	04/06/2022	UPS GROUND
0486499	04/06/2022	UPS GROUND
0486500	04/06/2022	V51314
0486501	04/06/2022	W9493E
0486502	04/06/2022	UPS GROUND
0486503	04/06/2022	E81A48
0486504	04/06/2022	V51314
0486506	04/06/2022	V51314
W119196	04/06/2022	UPS GROUND
W119197	04/06/2022	UPS GROUND
0486516	04/06/2022	V51314

Parts Department



Competitors Parts

- Common Diebold parts in stock
- Increased sales YOY
- Adding E.F. Bavis parts
- Looking to add more competitor parts
- Adding more conversion items

Competitor Replacement Parts



Keypad, Operator Control Panel, VAT 23, 30/EA 10, Upsend
#HN31019298000A
Cost: \$160.00



Assembly, Microphone one 816 Teller Console
#HN39014407000A
Cost: \$167.00



Microphone, Gooseneck Electret, Unidirectional
#HN39011460000A
Cost: \$140.00



Seal, Bottom Diebold - VAT21, 10, 23, 30
#31018884000A
Cost: \$13.00



Door Assembly, Diebold VAT21
#HN21019426000A
Cost: \$60.00 each



Assembly, 2-Way CCTV, Teller Unit, Replacement Display
#HN41017377000A
Cost: \$834.00



MICROPHONE ELEMENT, DYNAMIC, WITH RUBBER BOOT
#HN11034857000A
Cost: \$18.25



Assembly, Microphone VAT, Rev A & others
#HN31020273000A
Cost: \$57.00



MICROPHONE, WINDSCREEN CHARCOAL
#HN1103 8173000A
Cost: \$9.00



Diebold VAT 24VDC Motor
#HN41-018791-0-008
Cost \$240.00



VAT-23 Door Bar Kit
#HN21019772000B
Cost: \$50.00



VAT 30 Turntable Motor Kit, Round Motor Shaft and Coupling
#HN41018473000A
Cost: \$265.00



Keypad, Customer Control Panel, VAT 21, 23, 30/EA 10 New Style, Rev D & others
#HN310207830000
Cost: \$108.00

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Electronic Security



Thank you

- Thank you for your business



Break
20 minutes