



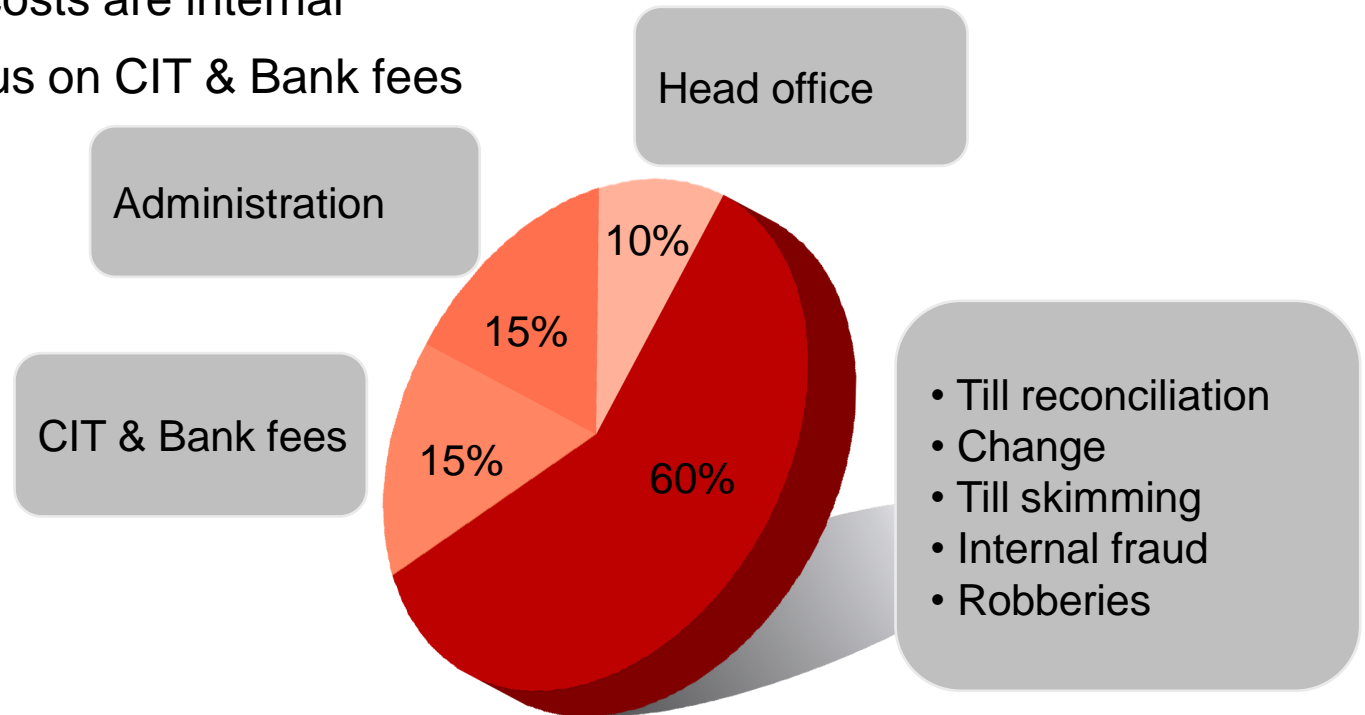
Success Factors of Retail Cash Innovation

Alistair Fowler-Marson
Global Retail Director, G4S



Retail Challenge

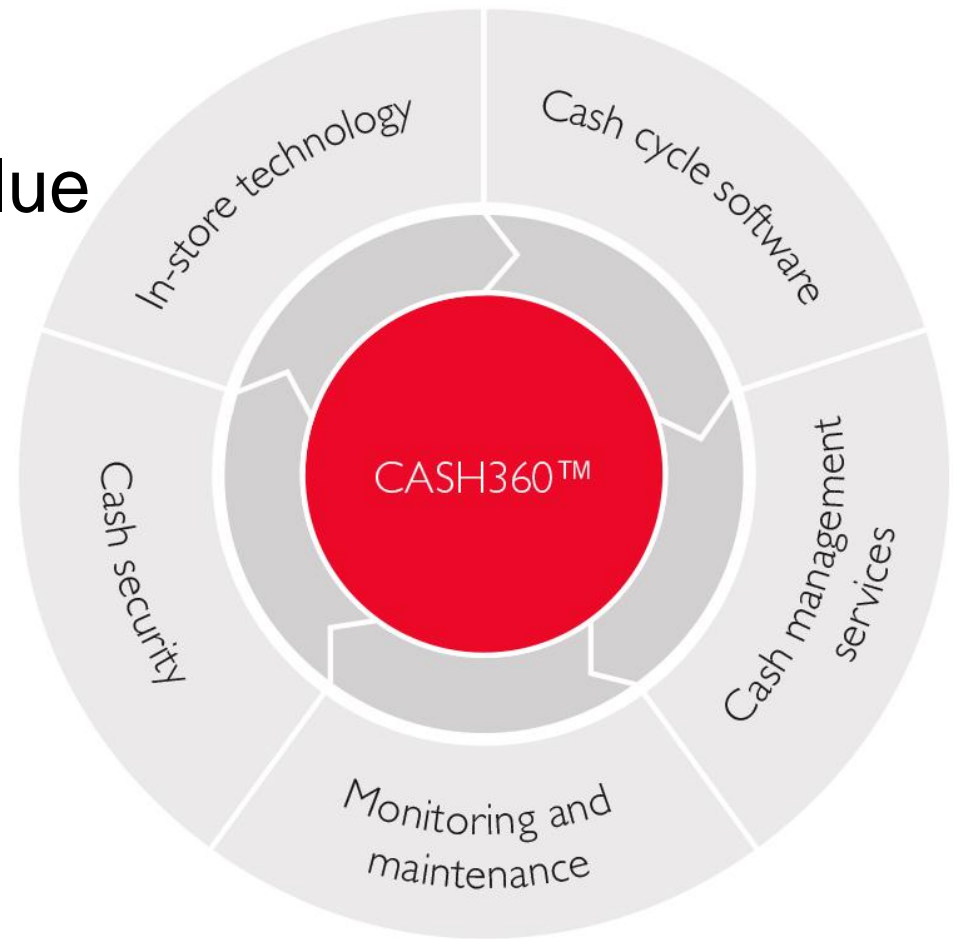
- Retail market competitive and challenging
- Consumers want to pay in cash
- Cost of cash management 1% of turnover
- 85% of these costs are internal
- Traditional focus on CIT & Bank fees



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Retail Cash Innovation

- Holistic approach
- Unlocks maximum value
- Five key components
- Complex
- Investment needed
- Prize is significant
- Transformational



Retail Cash Innovation

- Innovation In Action – Case Study
- During 2013 **JTI** abolished their resellers' network numbering more than 1000 sites across Greece
- Primary objective to tackle cash liquidity and accumulated debt across a scattered network of resellers
- Consulting firm **PLANNING** employed by the 'Big 4' to consolidate the network to 14 exclusive partners /wholesalers in 3 cities
- Entire supply chain required transformation
- **G4S** were engaged by **PLANNING** to provide innovative solutions to address security and the entire cash cycle
- Efficiency, security and cash-flow were critical issues

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Retail Cash Innovation

- Movie To Play

Securing Your World

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Retail Cash Innovation

- Significant advance in the local market
- Technology – device agnostic
 - ‘right size’ solutions for client
- Risk Management – securing the entire cycle
- Same Day Value – accelerating cash-flow
- First to market

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Retail Cash Innovation

- **Key Success Factors**
 - Holistic – delivering all 5 integrated components
 - Teamwork & Collaboration
 - Expertise – technology; retail; cash cycle
 - Consultative selling capability
 - Managing change
 - Operational Excellence
- **Transformational** for our customers and G4S
 - Significant opportunity when you get it right

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Retail Cash Innovation

- Q & A

Securing Your World