

The logo for GLORY, consisting of the word "GLORY" in white, uppercase, sans-serif font, centered within a dark blue square.

Acquisition of Flooid Topco Limited

GLORY LTD.
December 26, 2023

GLORY STRATEGY

Long-term enhancement
of corporate value

Financial



Retail



Food &
Beverage



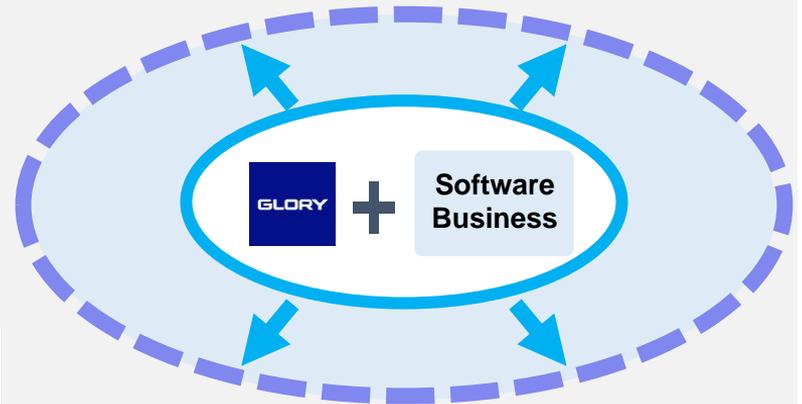
Increase software portfolio to deliver complete solutions

Drive predictable income and financial stability through
greater recurring revenue

Core and New Business
Powering Growth Together



Expanding Beyond Cash !



ACQUISITIONS FOR INTERNATIONAL BUSINESS GROWTH



2020

Industry expansion
Leader in QSR customer experience solutions



OneBanx
All banks. One location. All welcome.

2021 - 2023

Software expansion
Lead investor in early-stage provider of open-banking software platform



flooid

2023

Software expansion
Leading provider of Unified Commerce Platform solutions for large retailers





FLOOD AT A GLANCE

floodid

Headquarters
Coventry, UK

Established Date
October 17, 2017

Employees
273 persons

Key Customers

Walgreens



M&S

Waitrose

SHOPPERS
DRUG MART

Pick n Pay

one|stop

Hudson
A DUFY Company



go op

Endpoints installed

>220,000

Store Locations

>40,000

Transactions Processed

**>3.5B
per year**

Trends of Performance (Sales) (£ thousand)



EVOLVING RETAIL CHECKOUT TECHNOLOGY IS DRIVING NEW MARKET OPPORTUNITY

Legacy Siloed Approach



Next Generation Approach



Market Growth

\$2.0Bn in 2022
Forecast to 2026

8-12% CAGR



**Growth in
Tier 0 & 1**
forecast to be
**higher than
market average**

60% retailers:
software upgrade /
replacement top POS
investment priority



58%
plan to implement or
improve UCP

Source: PwC Strategy&

STRENGTHS OF FLOOD

Customer base

Many major retailers are already Flood customers

Growth potential

Existing strength in North America, where market growth is expected to be high

Profitability

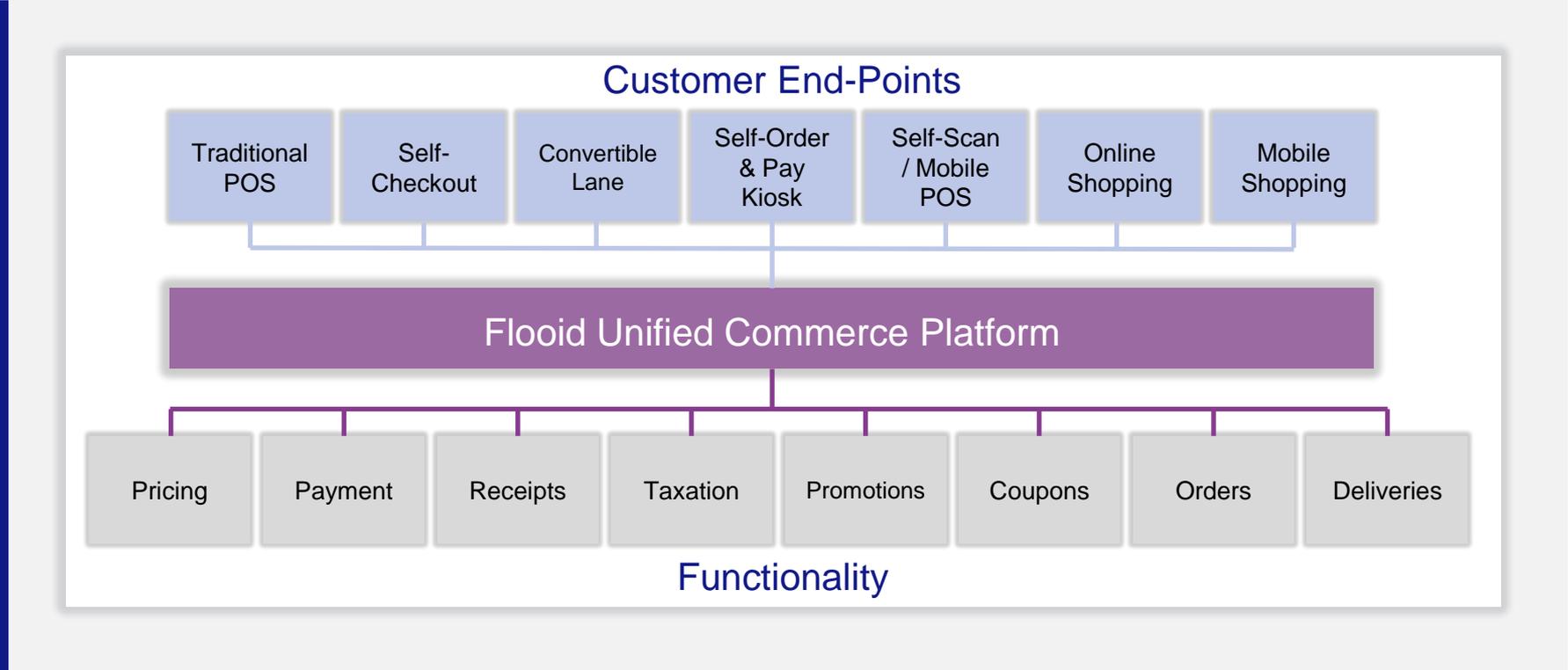
High profit margins from standardized cloud software sales

Stability

More than 50% recurring revenue



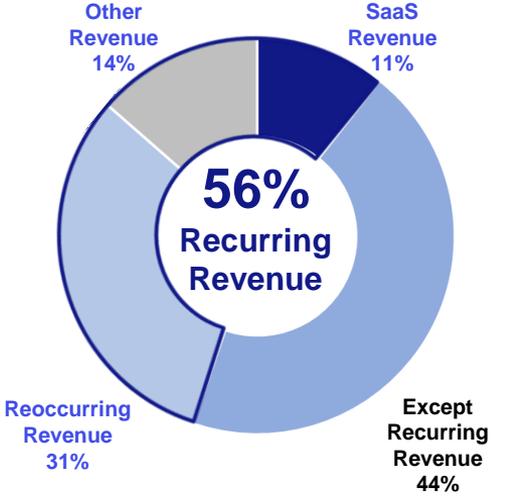
THE FLOOD SOLUTION



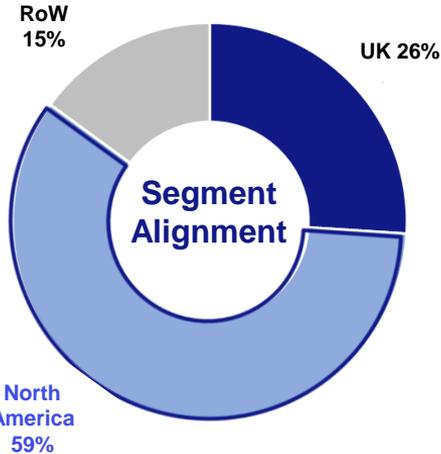


FLOOD REVENUE MIX 2022

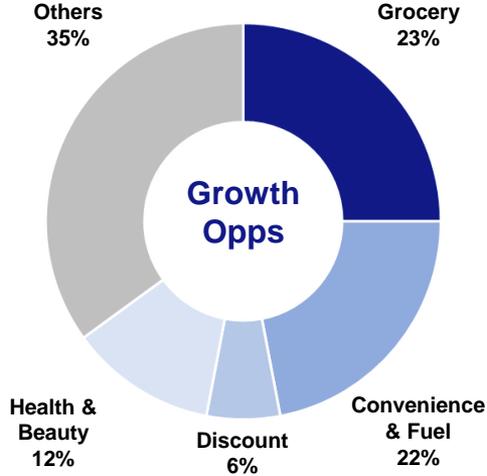
Recurring vs Non-Recurring Revenue Mix 2022



Revenue by Geography 2022



Revenue by Retail Segment 2022



GLORY & FLOOD: POWERING GROWTH TOGETHER

Strategic Fit

- *Retail Store Automation*
- *Complementary solution beyond cash*
- *Significant percentage recurring revenue*
- *Clear Go To Market*



Strong Financials

- *Positive EBITDA & free cash flow*
- *Solid & growing portfolio of customers*
- *High Net Promoter Score*



High Growth Opportunities

- *Significant new, high growth market*
- *Strategically important to customers*
- *Medium term geographic expansion potential*