

Cashless Made Simple

**NASDAQ: GBOX** 

**April 2021** 

**Investor Presentation** 

### FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. All forward-looking statements are inherently uncertain as they are based on current expectations and assumptions concerning future events or future performance of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which are only predictions and speak only as of the date hereof. In evaluating such statements, prospective investors should review carefully various risks and uncertainties identified in this release and matters set in the Company's SEC filings. These risks and uncertainties could cause the Company's actual results to differ materially from those indicated in the forward-looking statements.

# Our Mission

We strive to build cutting edge Blockchain ledger tokenized payment solutions for the diverse, evolving and dynamic market.

# Company Highlights



### **Robust Technology Suite**

World class end-to-end, vertically optimized, blockchain ledgering-based payments processing system



### Recurring, High-Margin Revenue

Fee equivalent to 2-3% of transaction volume



# Positive Macro-Economic Tailwinds

Well positioned to benefit from global shift to digital currency and cashless payments



GreenBox technology and risk management capabilities have led to tier-1 partnerships and integrations with Visa, Fiserv and Signature Bank among others



# Accountability on the Blockchain

The only PCI Level 1
Compliant blockchain
payment solutions



# **Experienced Management**

Tenured executive team with robust experience in merchant services and secure payment technology

## Massive and Rapidly Evolving Market

- Payments made with debit, credit, ACH and checks total approximately \$200 Trillion each year.
- ☐ Debit/credit card segment growing 7-8% annually
- ☐ ACH is largest segment by value, representing ~\$150T of payments
- The global digital payment market size is expected to reach USD 236.10 billion by 2028, according to a new report by Grand View Research, Inc. It is projected to register a CAGR of 19.4% from 2021 to 2028.<sup>1</sup>
- Office of the Comptroller of Currency opens the door for national banks to hold deposits as stablecoins.<sup>2</sup>
- Governments shift towards digital currency<sup>3</sup>
- Legacy systems attached to legacy technology (ACH, FedWire, Swift) are quickly falling behind and will be replaced by new, more secure technology.

<sup>1. &</sup>lt;a href="https://www.grandviewresearch.com/industry-analysis/digital-payment-solutions-market?utm\_source=prnewswire&utm\_medium=referral&utm\_campaign=ict\_17-feb-21&utm\_term=digital-payment-market&utm\_content=rd1" market&utm\_content=rd1</a>

<sup>2. &</sup>lt;a href="https://www.occ.gov/topics/charters-and-licensing/interpretations-and-actions/2020/int1172.pdf">https://www.occ.gov/topics/charters-and-licensing/interpretations-and-actions/2020/int1172.pdf</a>

<sup>3. &</sup>lt;a href="https://www.congress.gov/bill/116th-congress/senate-bill/3571/text">https://www.congress.gov/bill/116th-congress/senate-bill/3571/text</a>

### **COMPETITIVE LANDSCAPE**

### Legacy payment systems all face the same weaknesses:

- Slow and inefficient settlements
- Inability to manage Chargebacks
- Hacking
- Privacy violations
- Limited bandwidth
- Limited growth potential
- Emerging migration out of legacy systems into blockchain infrastructure

GreenBox's proprietary blockchain ledger payment systems were built from the ground up to protect against these threats, offering a secure, reliable, private, unhackable, and infinitely scalable system.





# Why GreenBox?

GreenBox proprietary blockchain ledger technology uses digitally encrypted keys to verify, secure and record details of each transaction conducted within GreenBox's private system.

Tokenized blockchain payment solutions

New approaches to payment processing

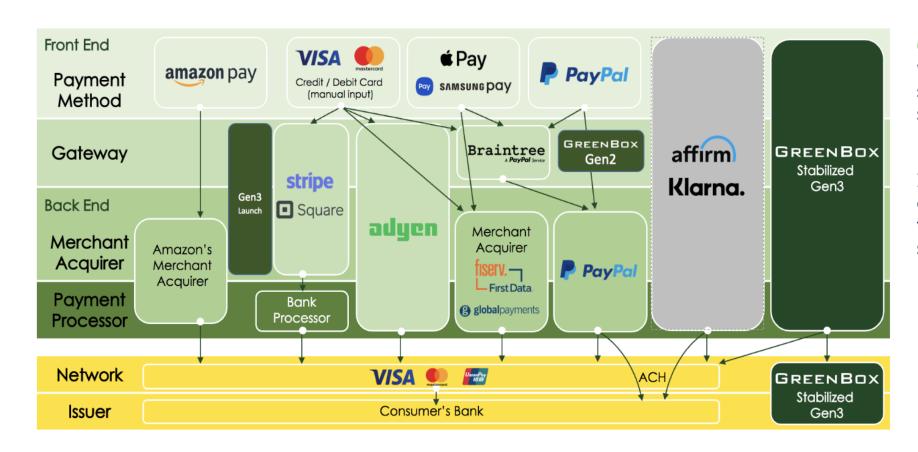
Revolutionizing cashless transactions with Blockchain ledger

- A new global approach to payment solutions through advanced blockchain ledger technology
- GreenBox is a unified platform providing scalability for businesses to accept payments, transact, send, settle and exchange in a single versatile ecosystem.
- We provide security, privacy, reliability, and scalability moving the world forward in a new era of digital payments.

# Our Generation 3 Key Features & Opportunities

- Entry into new verticals
- Accelerated onboarding with improved Risk Management
- White label Blockchain banking
- Blockchain provenance
- Tokenized ecosystem

### Stabilized Gen 3



Gen3 positions GreenBox vertically within the payment processing space, capturing a more significant share of the transaction volume.

In building its system to operate on existing "rails", GreenBox's Gen3 technology has no barriers to scalability.

# GreenBox Stable Token A Smart Contract Technology

GreenBox Token technology is a problem-solving digital payment implementation for both crypto currency (volatility) and stablecoin (cost and settlement time)

### Our Token Technology:

- •Provides an un-hackable centralized node with superior governance, separating the asset visibility from access to its value
- •Streamlines processes improving operating margins and allows for lower costs
- Executes instant settlements
- Provides instant liquidity via direct fiat and crypto exchanges
- •Is a reversible smart contract-based architecture
- Exits to virtual fiat and crypto payment cards

### GreenBox Token

# USE CASES

#### **Transactional**

 Virtual shopping experiences with digital representatives, instant payment and blockchain secure settlement

### **Money Service Business**

- In a variety of money service businesses, and in banks, credit unions, sports betting and peer-to-peer transfer companies
- Allows for instant settlement and a regulated revolver to transfer money internationally instantaneously utilizing the secure GreenBox blockchain ecosystem

#### **Reserve Media**

- Reserve capital to be held in a regulated custodial lowrisk yield account
- Attractive to life insurance companies, endowments, pension funds and other income and yield seeking institutions

# Investment Highlights

**GreenBox POS** 

(NASDAQ: GBOX)

Share Price <sup>1</sup>	\$9.75
Market Cap <sup>1</sup>	\$401.6M

Market Cap<sup>1</sup> TTM Revenue<sup>2</sup> \$8.5M

Shares Outstanding<sup>1</sup> 41.1M

Float<sup>1</sup> 13.8M

Insiders 78.6%

112 **Employees** 

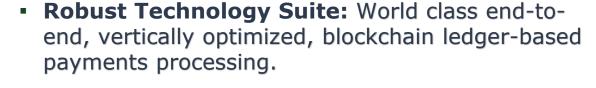
**Headquarters** San Diego

> 1) As of April 16, 2021 2) As of December 31, 2020









- **Recurring, High-Margin Revenue:** Improved Gen3 process reduces transactional costs and improved operating margins.
- **ISO Sales Model** significantly reduces marketing and client acquisition costs.



FY2021 Guidance Net Income of at least \$18 million.













# Management Expertise in Payment Security Technology



### Fredi Nisan

#### **Co-Founder and CEO**

Fredi brings a successful track record in leading business development and growth specifically in the merchant services and POS industry. He recently completed a successful exit for a POS and ERP company that he founded and managed through exit.



### **Ben Errez**

### **Co-Founder and Chairman**

Ben serves as Chairmen of the Board for GreenBox POS. His experience includes leadership positions across investment, consulting, software and hardware companies. In his prior executive roles, Ben held positions at Intel, IBM and Microsoft, including engineering management of Microsoft Office for complex scripts. He also consulted on the payment security, reliability and privacy of software and hardware development for the World Trade Center.



**CASHLESS MADE SIMPLE** 

NASDAQ: GBOX

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