# TRANSACT Technologies Incorporated

#### Bart Shuldman – Chairman & Chief Executive Officer

September 2015 (NASDAQ: TACT)

# Safe Harbor Statement

Certain statements in this presentation include forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology, such as "may", "will", "expect", "intend", "estimate", "anticipate", "believe" or "continue" or the negative thereof or other similar words. All forwardlooking statements involve risks and uncertainties, including, but not limited to, customer acceptance and market share gains, both domestically and internationally, in the face of substantial competition from competitors that have broader lines of products and greater financial resources; our competitors introducing new products into the marketplace; our ability to successfully develop new products; our dependence on significant customers; our dependence on significant vendors; dependence on contract manufacturers for the assembly of a large portion of our products in Asia; our ability to protect intellectual property; our ability to recruit and retain quality employees as the Company grows; our dependence on third parties for sales outside the United States, including Australia, New Zealand, Europe, Latin America and Asia; the economic and political conditions in the United States, Australia, New Zealand, Europe, Latin America and Asia; marketplace acceptance of new products; risks associated with foreign operations; the availability of third-party components at reasonable prices; price wars or other significant pricing pressures affecting the Company's products in the United States or abroad; risks associated with potential future acquisitions; our new line of food safety and oil and gas products driving increased adoption by customers; and other risk factors detailed from time to time in TransAct's reports filed with the Securities and Exchange Commission. Actual results may differ materially from those discussed in, or implied by, the forward-looking statements. The forward-looking statements speak only as of the date of this presentation and the Company assumes no duty to update them to reflect new, changing or unanticipated events or circumstances.



### **Investment Considerations**

TRANSACT Technologies Incorporated

#### **Market Leader** Meaningful barriers to entry and best-in-class service

#### 2015 is All About Sales

With our transformation over, we can now focus on growing our Food Safety, Oil and Gas Exploration and Machine-to-Machine opportunities



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#### **Diversified Customers and End Markets**

Blue-chip customers in multiple growth industries

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**Proprietary Technology** Competitive advantage driven by patented technology and proprietary **R&D** capabilities

#### **Multiple Avenues of Growth**

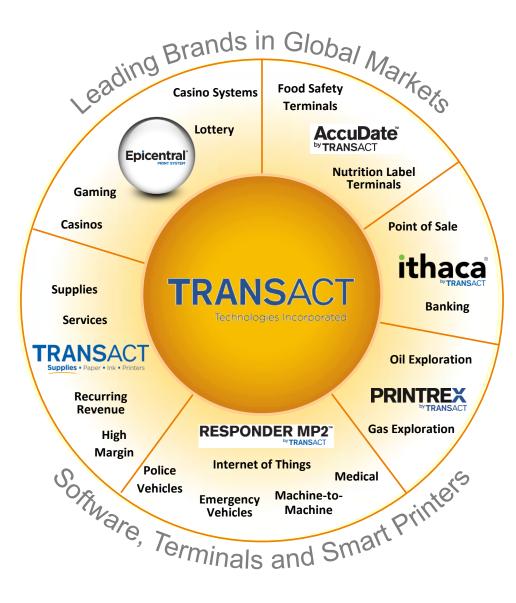
Driving organically to over \$100 million in revenue; growing mix of recurring revenue

#### **Attractive Financial Profile**

Consistent return of capital to shareholders through dividends and share repurchases



# **Leading Technology-Based Solutions Provider**





# The TransAct Transformation is Complete

#### TransAct has completely transformed its business, focusing on high-growth, high-margin opportunities

#### Over the last two years, we have:

- Entered new verticals with products that address large total addressable market opportunities
  - Food Safety
  - Oil & Gas
  - Mobile / Machine-to-Machine / Internet of Things
- Commercialized our Epicentral promotion and bonusing software system
- De-emphasized legacy, low-margin businesses
  - POS
  - Banking

#### In 2015, "It's All About Sales"

- Solely focused on bringing our industry-leading, high-margin solutions to customers worldwide
- Hired accomplished executive as Executive VP of Global Sales & Marketing to oversee all sales and marketing efforts
- Leverage our solutions to grow our business organically
- Product development and investment cycle largely complete

In 2015, we expect to benefit from product and brand expansion initiatives, generating sales from across our organization and from across our brand and product portfolio



### **TransAct Offers Six Distinct Brands**

Epic	<ul> <li>Gaming</li> <li>Casino</li> <li>Lottery</li> </ul>
Epicentral	<ul><li>Gaming</li><li>Casino</li></ul>
AccuDate	Food Safety
Printrex	• Oil & Gas
Ithaca	<ul><li>POS</li><li>Banking</li></ul>
Responder	Machine-to-Machine / Internet of Things

TransAct Services Group sells consumables and service contracts across all brands, generating recurring revenue



# **Diversified Portfolio of Industry-Leading Products**

	EPIC® / EPICENTRAL®	ACCUDATE®	PRINTREX®	RESPONDER	ITHACA®
Description	<ul> <li>Casino and gaming printers for casino and non-casino facilities for use in all types of machines</li> <li>Printers for lottery market</li> <li>Award-winning software system for casinos; prints targeted coupons and promotions for carded and un- carded players at the slot machine (generates recurring maintenance fees)</li> </ul>	<ul> <li>Food safety terminals that print 'use by', 'enjoy by' and nutritional labels used by restaurants, convenience stores, schools and hospitals during food preparation and service</li> </ul>	<ul> <li>Wide format, rack and vehicle mounted thermal printers used by oil and gas exploration market to log/plot oil field, down hole well drilling data</li> <li>Full color thermal printer for continuous logs in data center/office</li> <li>Color printers generate significant recurring consumables revenues</li> </ul>	<ul> <li>All-in-one printers for the machine-to- machine (M2M) and Internet of Things markets</li> <li>Ideal for all types of fleet vehicles including fire trucks, police cars, emergency medical vehicles, insurance fleets and delivery vehicles</li> <li>Large market opportunity with all spending expected to reach \$86 billion by 2017</li> </ul>	<ul> <li>Banking and point of sale printers which include hundreds of optional configurations that can be selected to meet particular customer needs</li> </ul>
End Markets	Gaming	Food Safety	Oil and Gas	Internet of Things	Point-of-Sale
Served	Casino	Nutritional Labeling	Seismic Exploration	Emergency Vehicles	Banking
				Police Vehicles	
				Medical	
Products	Epicentral®	AccuDate <sup>®</sup> PRO	Printrex <sup>®</sup> 920	RESPONDER MP2™	Ithaca <sup>®</sup> 9000
	Epic <sup>®</sup> 950	AccuDate <sup>®</sup> 9700	Printrex <sup>®</sup> 980		BANKjet <sup>®</sup> 1500/2500
	Epic <sup>®</sup> 880 / Epic <sup>®</sup> 430		Printrex <sup>®</sup> 810 / 812		

TRANSACT Technologies Incorporated

# **Diversified Base of Blue-Chip Customers**

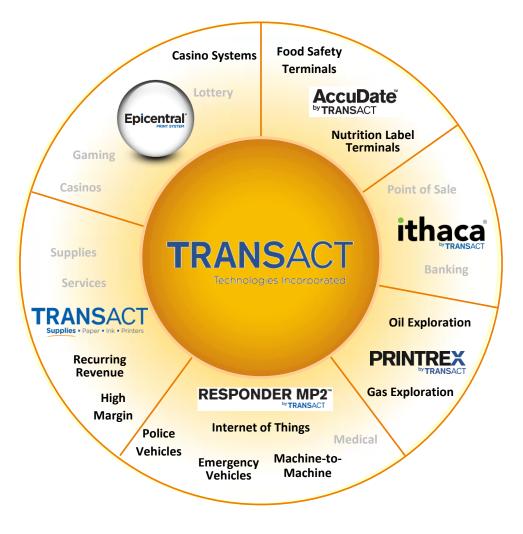
**Our Customers Cannot Conduct their Business Without TransAct** 

#### **End Markets & Associated Clients**





### **Key Growth Opportunities**





# **Casino & Gaming Market Opportunity**



#### **Key Metrics**

Casinos	1,800
Current Installed Epic <sup>®</sup> Printer Base	500,000

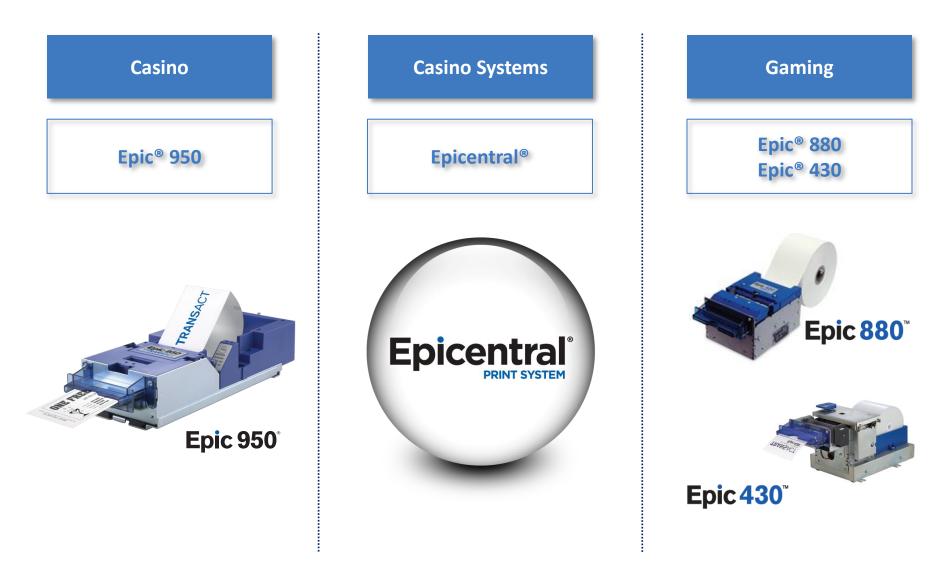
Source: Management estimates



Epicentral live on over 13,000 gaming machines at 12 casinos.

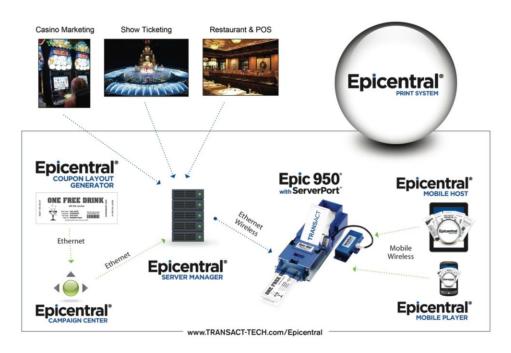


### **Epic<sup>®</sup> Printers & Systems**





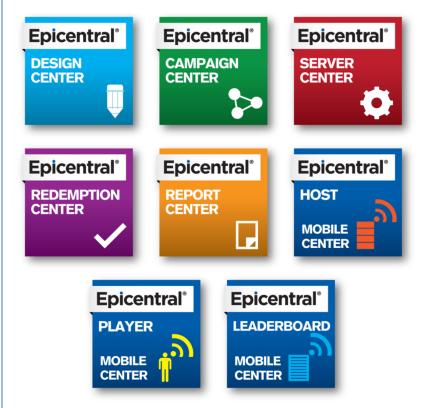
### **Epicentral<sup>®</sup> Print System**



#### Enables promotional coupons or ads to be printed at the slot machine

- Direct marketing to players
- Drive increased player visits and incremental play
- · Gives competitive advantage over other casinos
- Ease of use with minimal burden on IT department
- Utilizes existing Epic<sup>®</sup> 950 printer to communicate with players at the slot machine
- Deliver promotional coupons to any slot machine with the Epicentral<sup>®</sup> Print System

#### **Epicentral® Print System – Software Modules**



Epicentral<sup>®</sup> includes an extensive software suite, featuring eight current modules that make it easy for casino operators to create coupons, schedule promotions and monitor customer interactions from the casino back office and slot floor



### **Epicentral<sup>®</sup> Print System – Proven Results**

Lower-tier player ADT on day of random award Up 100%

Redemption rate of coupons that encourage mid-week visits 87%

Points earned from existing and new players club members Up 86%

> Players club registrations Up 60%

Slot handle on night of coupon-drawing promotion Up 46% on average

> Weekday afternoon slot handle Up 37% on average

Number of returning players Up 34%

Average player time on device Up 14%



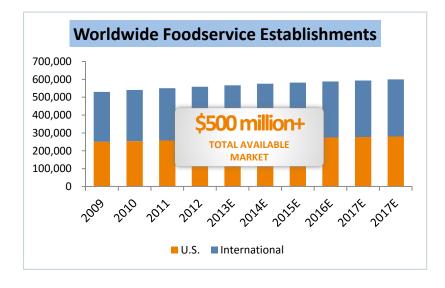
# **Epicentral<sup>®</sup> Print System – Customer Testimonial**

"One emerging trend that I believe we will be seeing a lot more of is couponing right at the slot machines through the ticket printers. This is something I implemented this year at Northern Quest, and we've been very pleased with the results. These systems allow nearly unlimited flexibility to deliver to our guests everything from random cash rewards to targeted rewards, unused perishable inventory (rooms, show tickets, etc.), enrollment incentives and tier status updates. Our guests have responded to the new tickets coming out of their machines through marked increases in play, trip frequency and loyalty through our enhancing their winning experience outside of the traditional action on the games."

- Eric Pearson, Vice President of Gaming



# **Food Safety Market Opportunity**



#### **Key Metrics**

Restaurants/Hospitals/Convenience Stores/Schools	700,000
Market Opportunity (# of Terminals)	700,000

Source: IBIS World Industry Reports and management estimates.







Secured new business for the AccuDate 9700 with high-profile restaurant brands



### The AccuDate<sup>®</sup> 9700 Food Safety Terminal



Large worldwide market opportunity

Default terminal at McDonald's

**Food Safety Modernization Act** 

#### Features

- Large, easy-to-read color touch screen
- Software system developed by TransAct
- 1 or 2 printer configuration
- PC-based utilities provided by TransAct
- Handles variety of label widths and lengths





### The AccuDate<sup>®</sup> PRO Food Safety Terminal



#### Features

- Large, easy-to-read color touch screen
- · Internet (wired and wireless) connectivity
- Audio/video capabilities for on-location menu and food preparation training videos for chefs and food preparers
- Direct interface with restaurant management systems for inventory control
- Ideal for food operations where menu changes frequently

Large worldwide market opportunity

Ideal for casual dining, schools, hospitals, hotels

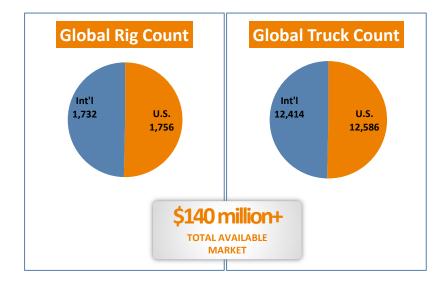
Designed to integrate directly with back of house systems

#### **Food Safety Modernization Act**

#### **Contributes to financial results in 2015**



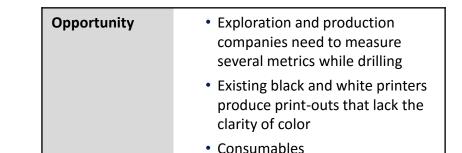
# **Oil & Gas Market Opportunity**



#### **Key Metrics**

Rigs	3,500
Trucks	25,000
Market Opportunity (# of Terminals)	28,000
Data Centers	100+

Source: Baker Hughes Worldwide Rig Count, March 2013; management estimates.

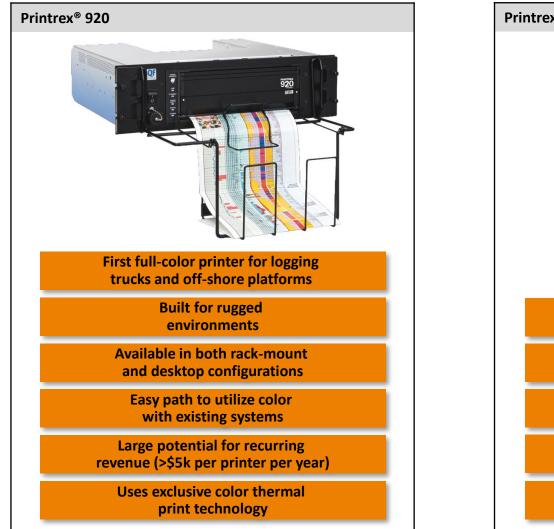








### **Printrex<sup>®</sup> Printers – In the Office and In the Field**







#### Machine-to-Machine (M2M) Market – RESPONDER MP2™



#### Features

- · Prints information sent from any Web-connected device
- Wi-Fi and Bluetooth capabilities
- Compact, all-in-one configuration integrates thermal paper roll and printing unit
- Nearly unlimited array of mounting options
- Prints on thermal paper widths of up to 8.5 inches

Large global M2M and Internet of Things market opportunity

#### Market estimated at \$86 billion by 2017

10 billion estimated M2M connections by 2018

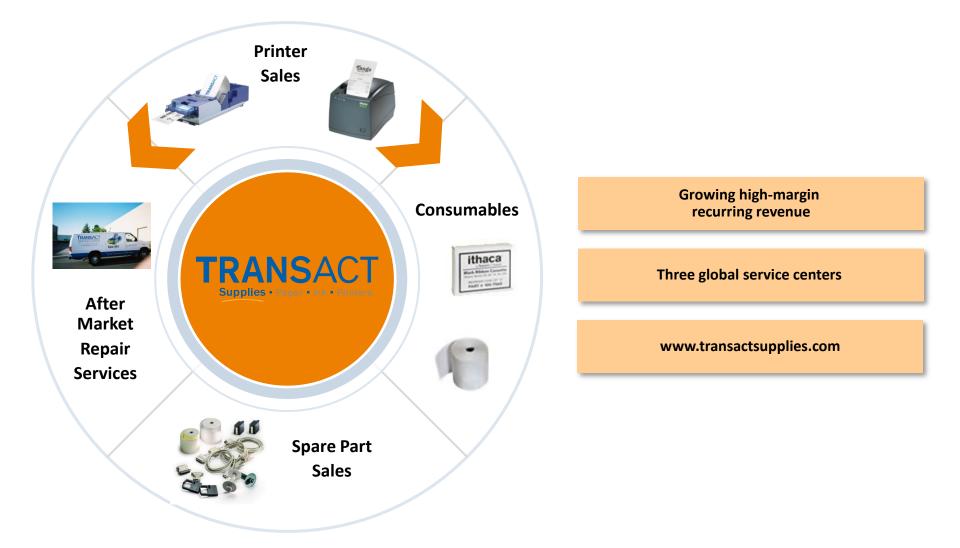
Wide variety of fleet vehicle applications

**Reseller agreement with Printek** 

**Contributes to financial results in 2015** 



# **TransAct Services Group (TSG) – Recurring Revenues**





## **Key Recent Developments**

New Product Introductions	<ul> <li>AccuDate PRO Food Safety Terminal         <ul> <li>Web-enabled terminal complements the AccuDate 9700, expands the market opportunity</li> </ul> </li> <li>RESPONDER MP2         <ul> <li>All-in-one mobile printing solution for large machine-to-machine fleet vehicle market</li> </ul> </li> </ul>
Food Safety Trials	<ul> <li>Over 70 different companies</li> <li>Aggregate opportunity of approximately 100,000 terminals</li> </ul>
Return of Capital	<ul> <li>Inclusive of regular quarterly dividend and share repurchases, TransAct has returned \$21.3 million to shareholders since the beginning of 2012</li> <li>Approximately \$3.9 remains under the Company's share repurchase authorization as of June 30, 2015</li> </ul>
Balance Sheet Strength	• \$2.3 million in cash and no debt as of June 30, 2015



### Multiple Avenues to Reach \$100 Million of Organic Growth

#### Business and sales strategy focused on value-added products and technologies in diversified growth markets

Strategy	Opportunity
Vertical Expansion	<ul> <li>Continue momentum in casino and gaming market</li> <li>Build on first mover advantage in newly entered verticals such as food safety, oil &amp; gas and mobile to mobile – have already received validation from market leaders (ie. McDonald's, KFC, Taco Bell, Schlumberger, Halliburton and Weatherford)</li> </ul>
Geographical Penetration	<ul> <li>New geographies expected to continue driving revenue growth</li> <li>Asia casino and gaming represent a big opportunity for the next several years</li> </ul>
Enhance Product Suite	<ul> <li>Launched three new products and one new vertical in 2014</li> <li>New products include AccuDate PRO food safety terminal</li> <li>RESPONDER MP2 represents new vertical (Machine-to-Machine / Internet of Things)</li> </ul>
Increase Customer Adoption	<ul> <li>Opportunity to deepen penetration of new products with existing customer base</li> <li>Growing base of recurring revenues</li> </ul>
Accretive Acquisitions	<ul> <li>Competition across end markets served is relatively fragmented</li> <li>Multiple acquisition opportunities have been identified</li> <li>Support the Company's four key markets with added size and new technologies</li> </ul>



### Summary of 2015 Q2 Results

	Three Months Ended June 30,	
	2015	2014
Net sales	\$17.2	\$13.8
Gross profit	\$7.2	\$5.8
Gross margin	41.6%	41.9%
Operating income	\$2.2	\$0.3
Net income	\$1.4	\$0.2
Diluted earnings per share	\$0.18	\$0.02
Adjusted EBITDA <sup>(1)</sup>	\$2.7	\$0.9
Adjusted operating income <sup>(1)</sup>	\$2.2	\$0.4
Adjusted net income <sup>(1)</sup>	\$1.4	\$0.2
Adjusted diluted earnings per share <sup>(1)</sup>	\$0.18	\$0.02

\$ in millions, except per share and percentage data

NOTE 1: Please see slide 27 for the Company's definitions of Adjusted EBITDA, Adjusted operating income, Adjusted net income and Adjusted diluted earnings per share. Reconciliations of GAAP earnings financial metrics to corresponding non-GAAP financial measures can be found in the Company's earnings release dated August 4, 2015.



### **Attractive Financial Profile**

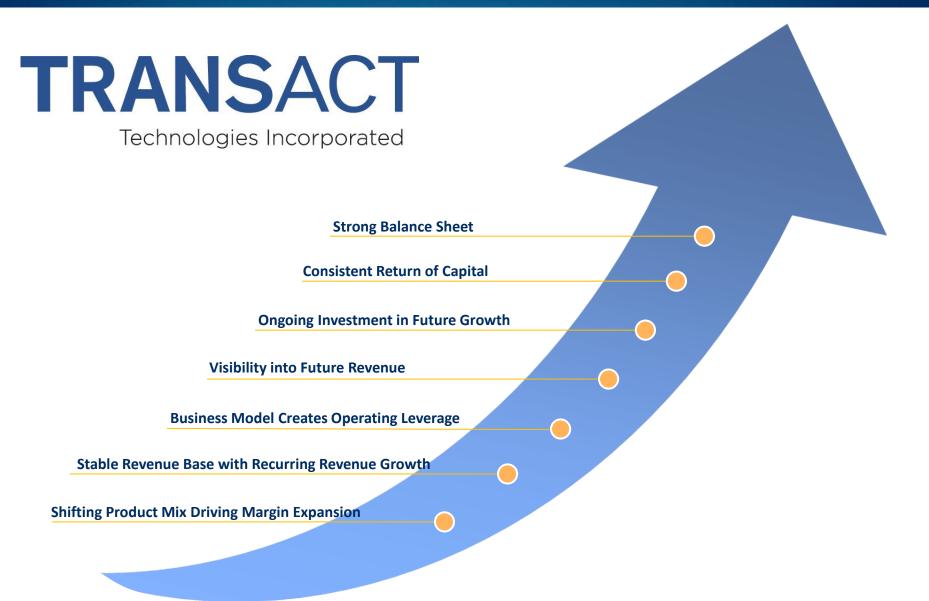
#### Company continues to generate positive cash flow from operations

#### Minimal capital expenditure requirements

	As of June 30, 2015	As of December 31, 2014
Cash and cash equivalents	\$2.3	\$3.1
Accounts receivable	\$11.1	\$9.1
Inventories	\$11.0	\$11.8
Other assets	\$10.1	\$10.2
Total assets	\$34.5	\$34.2
Accounts payable	\$6.2	\$2.4
Other liabilities	\$3.2	\$4.1
Total liabilities	\$9.4	\$6.5
Shareholders' equity	\$25.1	\$27.7
NOTE: \$ in millions		



### **Attractive Investment Profile**





# **Notes on Non-GAAP Financial Information**

- TransAct has provided adjusted non-GAAP financial measures because the Company believes that these amounts are helpful to investors and others to more accurately assess the ongoing nature of TransAct's core operations. The adjusted non-GAAP measures exclude the effect in the applicable periods presented of non-GAAP adjustments contained in the tables included with this release. These items have been excluded from adjusted non-GAAP financial measures as management does not believe that they are representative of underlying trends in the Company's performance. Their exclusion provides investors and others with additional information to more readily assess the Company's operating results. The Company uses the non-GAAP financial measures internally to focus management on the results of the Company's core business. The presentation of this additional non-GAAP information is not considered superior to or a substitute for the financial information prepared in accordance with GAAP.
- Adjusted operating income is defined as operating income adjusted for the impact of legal fees related to the lawsuit with Avery Dennison Corporation and adjustments to accrued contingent consideration from the Printrex acquisition.
- Adjusted net income is defined as net income adjusted for the tax-effected impact of legal fees related to the lawsuit with Avery Dennison Corporation and adjustments to accrued contingent consideration from the Printrex acquisition.
- Adjusted diluted earnings per share is defined as adjusted net income divided by diluted shares outstanding.

