



KEY SUPPLIER



Issued by:

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Unit 12, Amber Business Village, Amber Close, Amington, Tamworth, B77 4RP

PURCHASING TERMS

Section 5 Coin Mechs, Cashless Systems Closed Site & Public (Credit Card Reader)

		Issue No:	002
Supplier:	NAYAX (UK) Ltd 54 Clarendon Road	Date:	1st January 2021
Contact:	Watford WD17 1DU Paul Morgan paul@nayax.com uksupport@nayax.com	Expiry Date:	Dec 2021
		Last No:	001
Tel No:	07570 255623 0203 318 0215	Dated:	- Dec 19

Ordering Procedure: Direct with supplier

TERMS FOR 2021

Key changes from 2020 terms are:

- Monthly service fee and transaction fee being reduced once our net active users grows by 1,000 – (as a group we have already purchased over 600 units towards this target)
- The above is based on live units in use and being invoiced – we are reviewing this quarterly with Nayax
- Reimbursement Frequency – we now only need £4,000 per month in sales to qualify for Fortnightly payments (Free) or Weekly payments (£3.00 per bank transfer)
- Hardware cost reduced across the board and now with 24 months Warranty as standard
- Ability to use Nayax hardware with Elavon (Millson’s currently trialing this)
- DIY clients now have a setup fee of £60 per client – they will still continue to pay £10.00 per month and 2.95% for transactions
- Monyx Transaction Fee (Top up model only) - 5.00% based on profit share for 10% top up bonus & rewards for consumer during gamification.

CONFIDENTIAL : New Pricing MUST be kept within the group and particularly Express / Selecta are not to get visibility of this.



Associated Vending Services Ltd Pricing 2021

Hardware – 2021 (Warranty 24 months)

Hardware	Order Code	£
<i>AMIT SET- 3G EU-MDB YDEX</i>	<i>SA3GEU001</i>	£ 175.00
<i>VPOS TOUCH - 3G EU-MDB YDEX (YELLOW)</i>	<i>ST3GEUD001Y01</i>	£ 305.00
<i>VPOS TOUCH - 3G EU-MDB YDEX (BLACK)</i>	<i>ST3GEUD001B01</i>	£ 305.00
<i>SET ONYX - 3G EU-MDB YDEX (BLACK)</i>	<i>SO3GEU001B01</i>	£ 250.00
<i>Mounting Plate kit - Onyx</i>	<i>P340014</i>	£ 12.00
<i>NAYAX BRACKET (ear stand)</i>	<i>M900002</i>	£ 20.00
<i>Nayax Desktop Stand</i>	<i>70010</i>	£ 60.00

Service Fees – 2021

Service	Target	£
<i>Cashless & Telemetry</i>	-	£ 8.00
<i>Cashless & Telemetry</i>	<i>Net Inc 1000</i>	£ 7.00
<i>DIY Client Onboarding</i>	-	£ 60.00
<i>Weekly Payment</i>	-	£ 3.00
<i>Refunds & Chargebacks</i>	-	£ -

Bank Transaction Fees using Nayax Payment Services – 2021







Complete Transaction Fees	Target	%
<i>Credit Cards</i>	-	2.95
<i>Debit Cards</i>	-	2.95
<i>Amex</i>	-	tbc
<i>Monyx Top Up</i>	-	5.00
<i>Prepaid Cards</i>	-	0.00
<i>Credit Cards</i>	<i>Net Inc 1000</i>	2.30
<i>Debit Cards</i>	<i>Net Inc 1000</i>	2.30
<i>Amex</i>	<i>Net Inc 1000</i>	tbc
<i>Monyx Top Up</i>	<i>Net Inc 1000</i>	5.00
<i>Prepaid Cards</i>	<i>Net Inc 1000</i>	0.00

Special Agreement & Targets 2021

1. Monthly Service Fee – Reduced to £7.00 per active device per month (Active device is one that is online & communicating with the mobile networks and Nayax Servers during a billing period). The reduction will be applied based on growth of 1,000 net active units across the AVS group members using the 2020 agreed baseline of 2,000 active units.
2. Bank Transaction Fee – Reduced to 2.30% for all credit card and debit cards (Amex rate tbc in 2021 as service is made available). The reduction will be applied based on growth of 1,000 net active units across the AVS group members using the 2020 agreed baseline of 2,000 active units.
3. Monyx Transaction Fee (Top up model only) - 5.00% based on profit share for 10% top up bonus & rewards for consumer during gamification.
4. Prepaid Card Transaction Fee – 0.00% - server credit or revalue credit.
5. Reimbursement Frequency – At Operator discretion, current availability – Monthly (free), Fortnightly (Free), Weekly (£3.00 per bank transfer) requirement of £4,000 per month to achieve weekly or fortnightly payments.
6. DIY Clients - remain at £10.00 & 2.95% and NEW setup fee of £60.00 per client (charges to go to operators) for Onboarding and KYC set up. Fee applies at point of receipt and is non-refundable if client cancels.
7. Elavon Processing Option – members who wish to make their own agreement with Elavon may do so, MID settings will be applied by Nayax, TIDs must be registered by Operator. Nayax MID, MOTO, Nayax Subscription, refunds, chargebacks, PCI-DSS & Fraud are at Operators/Elavon's own risk. A Service Only agreement must be entered into with Nayax and a Direct Debit set up for Monthly Service Fees. Monyx will require a Processing Agreement.
8. Quarterly Review - Any changes to be agreed in writing with 30 days' notice.

The Nayax Solution

Nayax, develops a complete platform, everything you need for Telemetry, Cashless Payments and Management, Monitoring & BI, specially designed for the unattended retail market.

Cashless Payments		
	Nayax	
Free chargebacks	✓	
All processing fees are part of the solution – NO hidden fees -- bank interaction (terminal) + Interchange + Acquire process + Merchant account	✓	
Processing in over 40 countries and 25 currencies	✓	
Working with local banks	✓	
Branded e-Receipt Website	✓	
Complete prepaid system (management, discount and revalue by cash / credit)	✓	
Monyx wallet – branded loyalty wallet to increase sales	✓	
Convenience fee / 2 tier pricing (when legal in the country)	✓	
Anti-fraud build threshold to ensure maximum transaction safety	✓	
Instant refund system	✓	
Different prices by bin and credit/debit card brands allowing promotions & discount	✓	
Dominant local and global payment methods - Mobile payments (ApplePay...)	✓	
Remote pricing update for cash and cashless	✓	
Remote Vend	✓	
Certifications      	✓	
Dominant global and local payment - QR payments (WeChat, AliPay...)	✓	
Hardware		
Voice interaction with the consumer in the local language	✓	
Choosing displayed language on the screen	✓	
Ethernet /2G /3G/4G / LTE communication	✓	
Temperature sensor	✓	
Remotely unlimited software updates <i>without interruption to the operation</i>	✓	
Yellow or black card reader	✓	
HiD card acceptance	✓	
Telemetry and POS in one device	✓	
Different POS options	✓	

Telemetry Management		
Optimization SIM communication system, part of the package	✓	
Instant data passing to 3 rd party Vending Management software (Vendmanager, Vendman, Parlevel etc)	✓	
Machine health / troubleshoot machine issues in real time	✓	
Change machine attributes and pricing by different protocols (DEX, MDB, VCCS)	✓	
Secure operation with redundancy servers around the globe	✓	
EVA DTS based agnostic while transferring the data Nayax Management system to create unique statistical reports for every unattended machine.	✓	
Management system		
Inventory Management (planogram, pre-kitting and pricing)	✓	
Cash and cashless monitoring	✓	
Sales Analysis and reports	✓	
Customizable automated alerts' system	✓	
MoMa – mobile management app to manage your operation on the go	✓	
Customizable BI suite	✓	
Prepaid management (card, discount & loyalty, thresholds, re-value management and branded revalue website to upload money with credit card)	✓	
Customer and Brand special report section	✓	
Instant refund system	✓	
Machine Management and Monitoring	✓	
Campaigns (loyalty and discounts)	✓	
Marketing - Branded app and websites, ads on the screen	✓	
Flexible hierarchy management – build your operation the way you want	✓	
Terminal Management System (TMS)	✓	