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Glory leads an increasingly dynamic global retail cash automation market

Latest research featuring 26 major markets shows demand for retail cash automation is growing, with 720,000 devices installed globally in 2019. Almost half of these are supplied by Japanese vendor Glory

Increasingly competitive market features a diverse range of suppliers

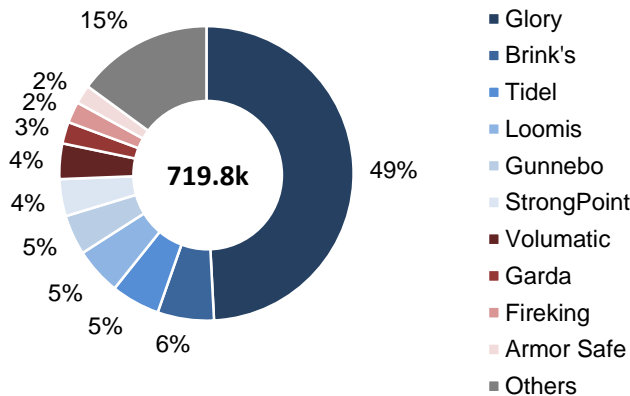
RBR's brand new *Retail Cash Automation 2020* study reveals the number of terminals which count, validate and store banknotes at retail locations, grew by 15% between 2017 and 2019, to a total of 720,000 units globally.

The report, which counts cash acceptors and recyclers deployed both in the back office and at the point of sale (POS) as part of employee-assisted transactions, showcases a growing competitive landscape of more than 40 suppliers, including manufacturers of the terminals, as well as cash management companies and banks which provide units to retailers as part of a wider service.

Japan's Glory accounts for half the global market

Based on the badge on the unit, Glory is the largest supplier, accounting for half of devices in use globally at the end of 2019. The majority of these units are POS recyclers in Japan, but Glory also supplies significant numbers of back-office and POS terminals to retailers across the world.

Supplier Shares of Retail Cash Automation Devices, 2019



Source: *Retail Cash Automation 2020 (RBR)*

The study shows cash management company Brink's as the second largest supplier; it provides back-office note acceptors, also known as smart safes, mainly to retailers in the USA, Canada and Brazil. Other major cash management firms in this market include Loomis, which predominantly provides smart safes to US retailers, but also has a strong presence in Europe.

Tidel is the third largest supplier overall, with most of its units located in the Americas. It is the world's largest manufacturer of smart safes, including tens of thousands of terminals serviced by cash management firms Brink's and Loomis.

Other major suppliers include Sweden's Gunnebo, Norway's StrongPoint and the UK's Volumatic, all of which sell terminals primarily to European retailers.

Falling cash usage and shrinking store footprints strengthen the case for automation

Although recent indicators suggest the COVID-19 pandemic is accelerating the shift away from cash, most retailers still agree that the future is "less-cash" rather than "cashless". Sam Blackwell who led the research team commented: "As the average footprint of stores declines, automation allows retailers to maintain or enhance cash management efficiency and security despite downsizing. With so many retailers worldwide yet to embark on this process, demand for cost-effective cash solutions looks set to remain strong over the coming years".



PRESS RELEASE

Notes to editors

These figures and insights are based on RBR's study *Retail Cash Automation 2020*. This in-depth international study provides intelligence on the growing market for retail cash automation technologies across 26 country markets in the Americas, EMEA and Asia-Pacific. For more information about this report or to discuss the findings in more detail please email Sam Blackwell (samuel.blackwell@rbrlondon.com) or call +44 20 8831 7315.

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