

November 2021: Media release

MSL Business Update of Kappture Agreement

- MSL signed a 5-year agreement with AIT Kappture in May 2020. The 18-month anniversary of the Kappture agreement has seen revenue above pre-Covid numbers with marquee customers such as ASM Global, Manchester City and Arena Racing all working with MSL-Verteda and Kappture to enhance their offering in the new normal
- Due to the Kappture agreement, MSL-Verteda has seen a 40% increase in UK sales and the positive contribution of Kappture technology has converted over 45 stadiums, racecourses and arenas already transitioning to the new Kappture technology. The uptake has surpassed all expectations and is now greater than our pre-Covid operations
- Kappture was an incredibly important strategic decision to broaden MSL's full suite of POS offerings, with Kappture's purpose-built SaaS POS solutions being ideal for the UK stadium and event operators.

MSL-Verteda history prides itself on providing POS solutions. Since May 2020, Kappture combined with MSL-Verteda products and services to enable large venues to operate in a flexible, high-end market.

MSL, the parent company of MSL-Verteda provides alternative POS solutions into a broad range of hospitality environments so that we have a full suite of solutions available depending on the specific requirements and service styles. MSL, the parent, operates in 45 countries with POS solutions, Golf solutions and Digital solutions with a full suite covering the venue market.

MSL Chief Executive Officer, Pat Howard, said:

"We are incredibly positive about the shift to Kappture from our previous Stadium-POS solution. We never envisaged that with the disruption that exists in the world that our customers would embrace this change as positively as they have. With over 45 large venues already making the decision to enhance their offering with Kappture POS technology".

Kappture Chief Executive Officer, Mel Taylor, said:

"The success with MSL since May 2020 deploying Kappture to over 45 sites is testimony to the MSL/Kappture relationship and to the Kappture in-house developed EPOS and integrated payments software, which were designed for speed, volume and ease of use. In addition, customers are benefiting from Kappture real-time analysis of sales and stock information which improves management decision making, drives operational efficiencies, allowing customers to maximise profitability, improve the overall customer experience, and create long-standing consumer relationships. We look forward to our continued partnership with MSL and building on the success of the first 18 months.

About MSL Solutions Limited

MSL Solutions Limited (ASX: MSL) is a leading SaaS technology provider to the sports, leisure, and hospitality sectors. We help some of the world's most iconic venues around the world – stadiums & arenas, pubs & member clubs, sporting associations, golf federations and more – to deliver outstanding customer experiences during every engagement.

MSL develops and delivers fully integrated and modular systems that connect customers to venues through mobile and contactless entry, ordering and payment solutions. We seamlessly connect front-of-house to back-office, offering an end-to-end guest engagement platform which provides actionable insights on key success metrics to venues of all sizes.

MSL Solutions has over 8,000 customers with offices in Australia, UK and Denmark.

About Kappture

Kappture is a leading provider of its own technology for EPOS and Mobile payments software in stadium, education and hospitality industries. Since launching with its first customer in 2014 the business has grown, with over 10,000 EPOS systems installed in 150+ customers in the UK, Ireland, Middle East and Europe. For more information, please visit www.kappture.co.uk