



Corporate Presentation

INVESTOR RELATIONS | OVERVIEW




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Agenda

-  **Overview**
-  Market trends
-  Financials



Company at a glance



Solutions at a glance



Investment



Banking



**Large Scale
Projects**

Investment Management Solutions

Wealth Management

Axia

Custody

Centevo

Asset & Fund Management

Advanced Wealth Mgmt & Robo

- Asset allocation analysis
- Performance analysis & risk metrics
- Strategies & investment proposals
- Trade order management
- Consolidated reporting
- Robo advisory capability

Automated Custody Operations

- Full trade life cycle
- Corporate actions & fees management
- Reconciliation services
- SWIFT messaging
- Clients' portal

Operations in one Platform

- Funds management & administration
- Compliance
- End client applications
- Business process outsourcing
- Easy reporting
- KYC



Banking Solutions

Digital Banking

fin Finuevo

Digital Banking in-a-box

- Go-Live fast, with low risk
- Fintech oriented
- High-return areas
- Rely on the platform for the fundamentals

Core Banking

FMS.next

Secure and flexible Core banking & payments

- With flexible yet powerful functionality front-to-back
- Traditional banks, EMI's, Fintechs

Treasury Management

Acumen.plus

Turn-key Treasury Platform

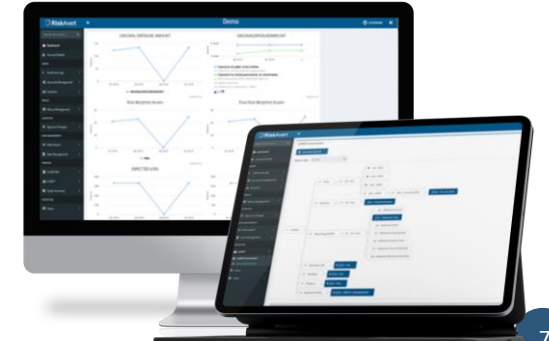
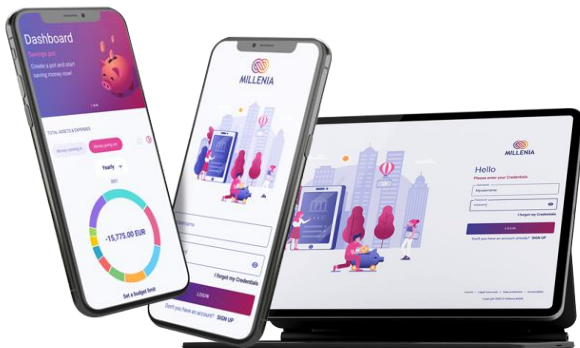
- Complete STP for all Treasury operations
- Fully integrated
- One single platform

Risk Management

RiskAvert

Regulatory Compliance

- Effective operational, market and credit risk in a natively integrated yet modular environment



Indicative Clientele



Large Scale projects - RRF



Banking platforms

Payment systems

Public Debt management

Pension systems

Market Surveillance

Digitisation

Interoperability

AI

IoT

GDPR

Digital Transformation

2021 Financial Highlights

€15 mil.

Sales 2020

**€ 20 mil.
(+33%)**

Sales 2021

> 100%

Growth since last
5 years

~27%

EBITDA Margins

~65%

Recurring
Revenues

20%-25%

R&D Investments

**Cash € 16
mil / Net € 9
mil.**

Solid balance
sheet

~70%

International
Sales

**€ 13 mil
(+46%)**

New Contract
awards

2021 Business Highlights

Clients

23 New contracts

Across 12 different countries

15+ Projects Gone live

Products

3 major product launches

Finuevo : the mobile-first digital banking in-a-box platform addressing to any Incumbent Bank, 150 Neobanks, 4k+ Credit institutions, 5k Financial Institutions

Acumen.plus: the automated cloud-based Treasury platform for compliance and fast operations

Axia Custody: the automated investment management platform for full custody operations

Corporate

1 Successful M&A

Adding 7m Euros, 60 clients and new markets, footprint in Nordics

Profile Technologies has been successfully increasing its manpower to deliver more innovative systems to the Open Banking and Fintech space

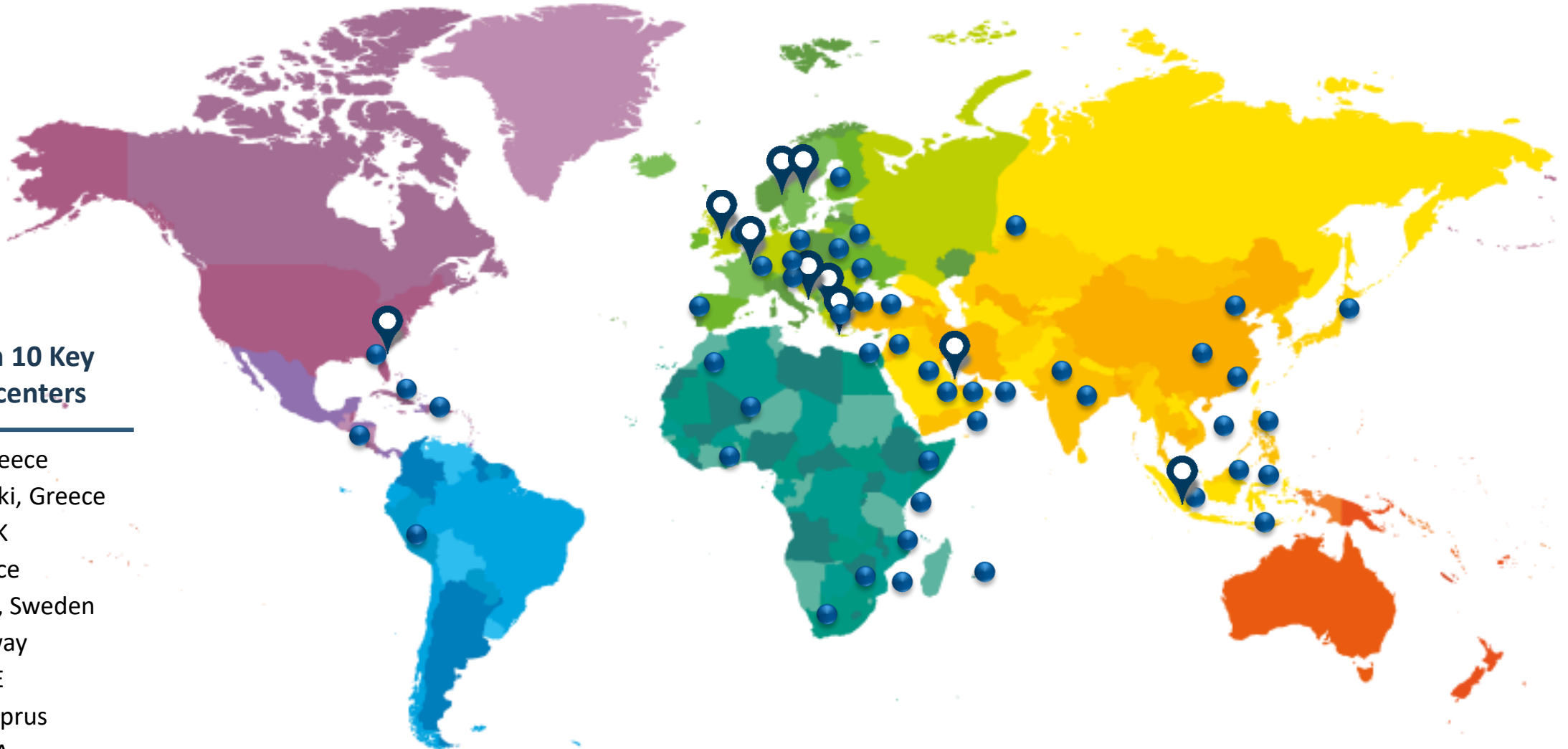
Strong commitment to R&D spend exceeding **20%** of annual revenue

Presence in 45 countries



Entities in 10 Key financial centers

- Athens, Greece
- Thessaloniki, Greece
- London, UK
- Paris, France
- Stockholm, Sweden
- Oslo, Norway
- Dubai, UAE
- Nicosia, Cyprus
- Miami, USA
- Singapore



Industry Recognition



Awards Received



Included in Reports



ESG Pillars

We build on a positive impact on the environment and communities creating shared value for the society.

Responsibility

Sustainability

Actions

Environment

Environmental footprint

Following specific protocols, we reduce the environmental impact of our operations and our cloud-based platforms.

People and communities

Supporting our people, teams and the communities in which we operate to continually grow, drive positive impact and create a more inclusive and sustainable future.

Impact finance




Working with our partner network on joint financial technology solutions that align the financial industry with sustainable development.

Governance

Trust and integrity

Upholding the highest standards of governance to protect the data of our clients and their customers.

Agenda

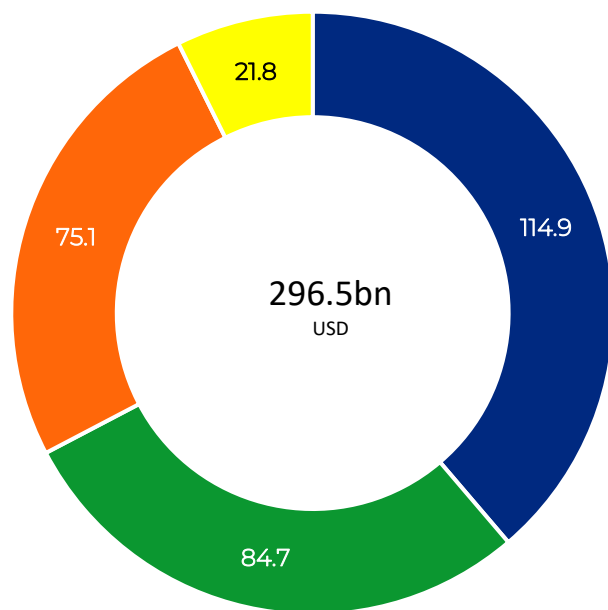
-  Overview
-  **Market trends**
-  Financials



Banking & Wealth industries under Transformation

Total banks' IT spend

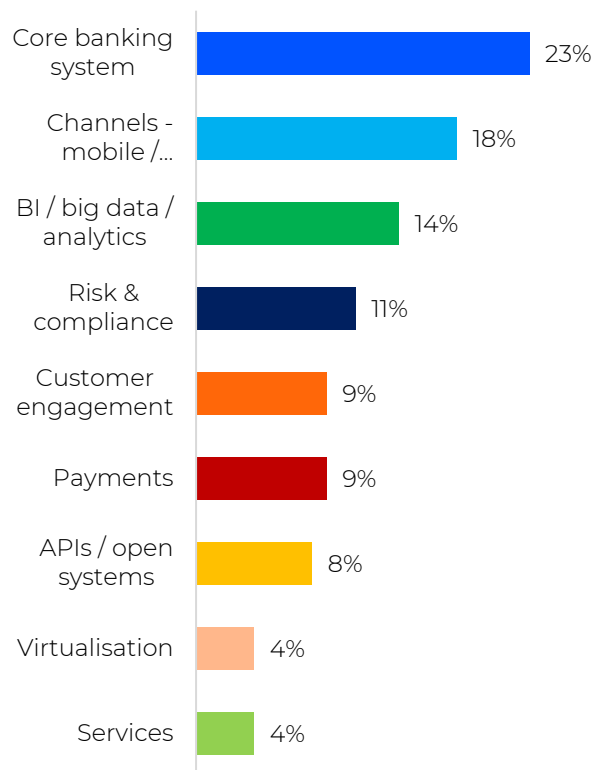
(in USDbn, 2021)



■ North America ■ Europe
■ Asia Pacific ■ Latin America

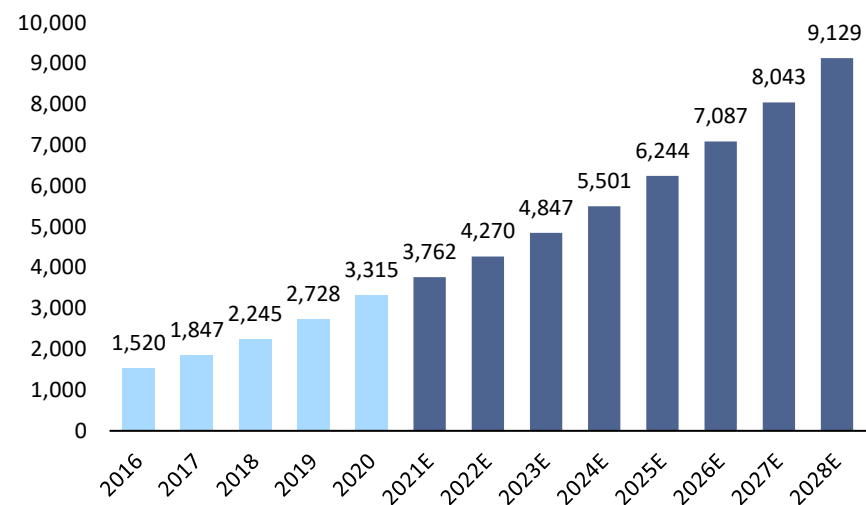
Product offering and ecosystem

(% of survey respondents)



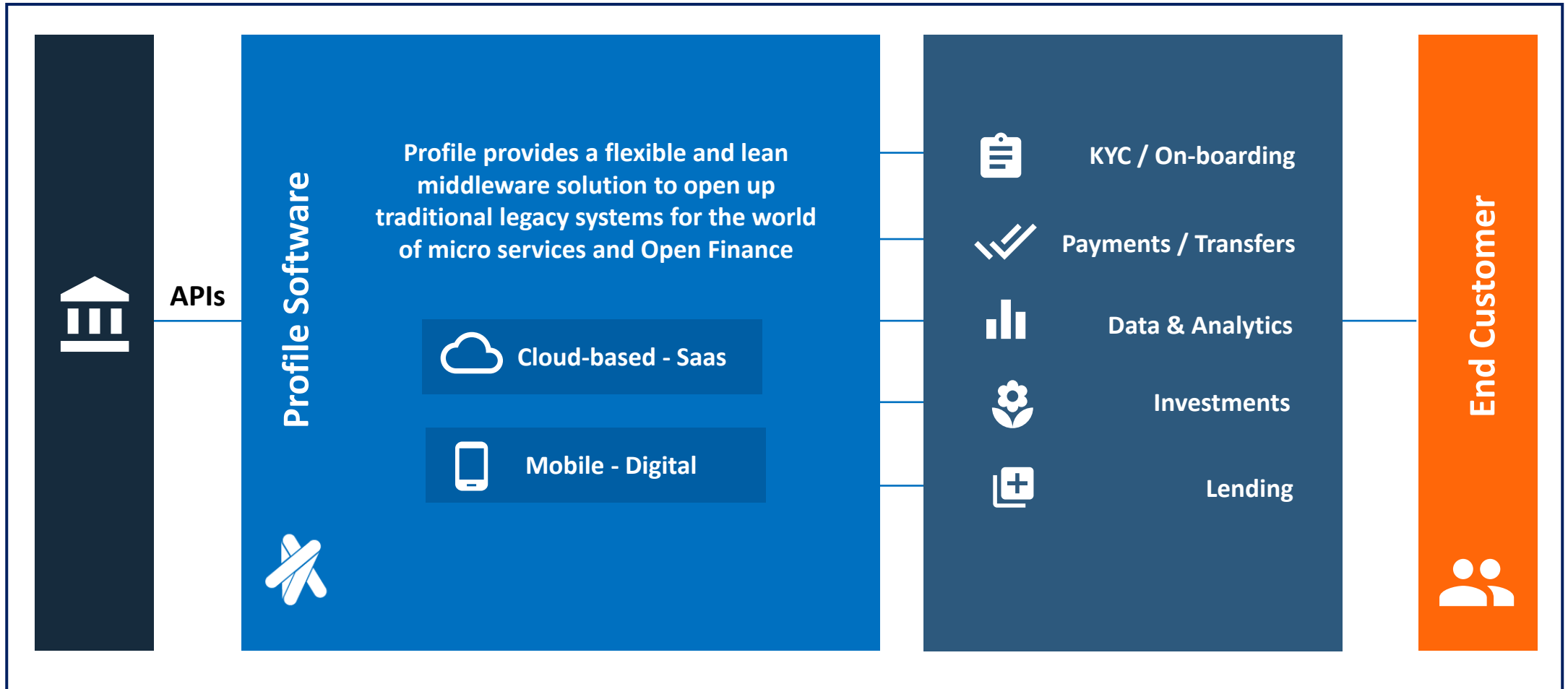
Wealth managers growth & potential

(in USDbn, 2021)





Source: Wealth Management Software Market Analysis from 2016 to 2028. Opportunities Beyond COVID 19 Crisis, Grand View Research

Profile at the Technology Forefront



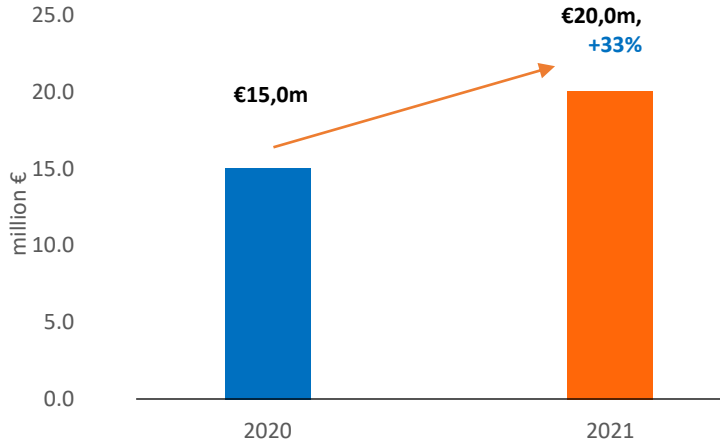
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-  **Financials**

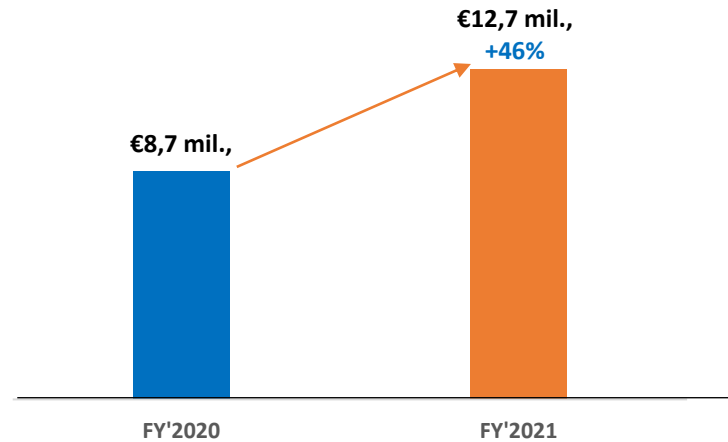


Strong & Balanced Growth

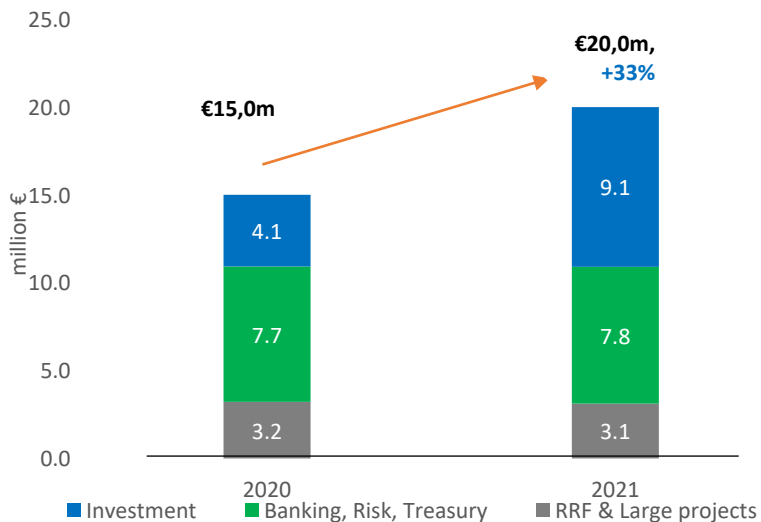
Sales by Product



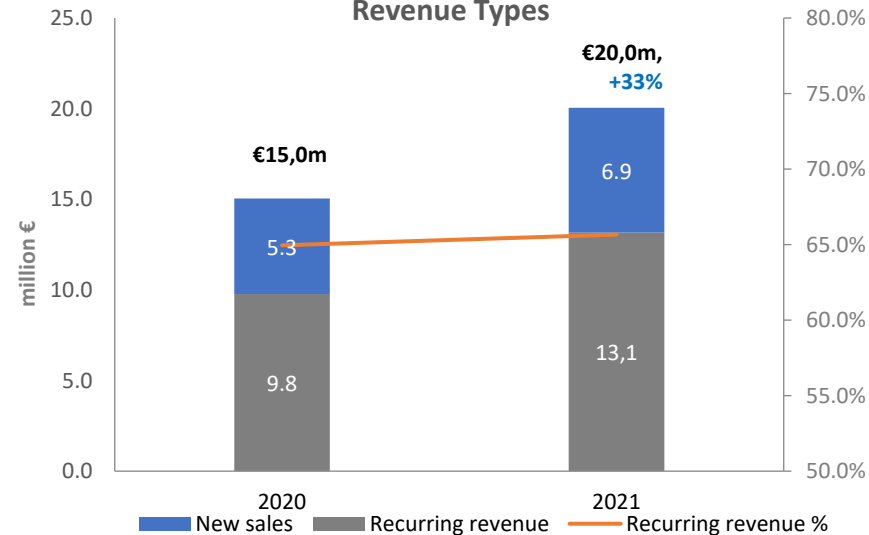
New Contracts



Sales by Product



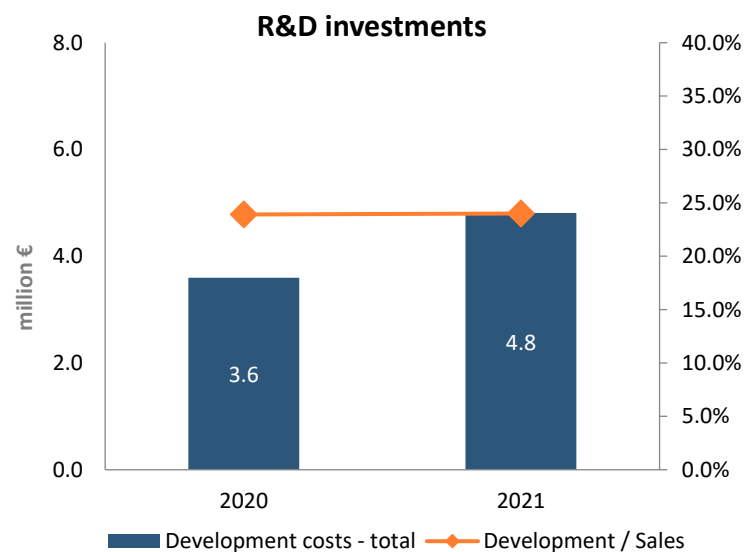
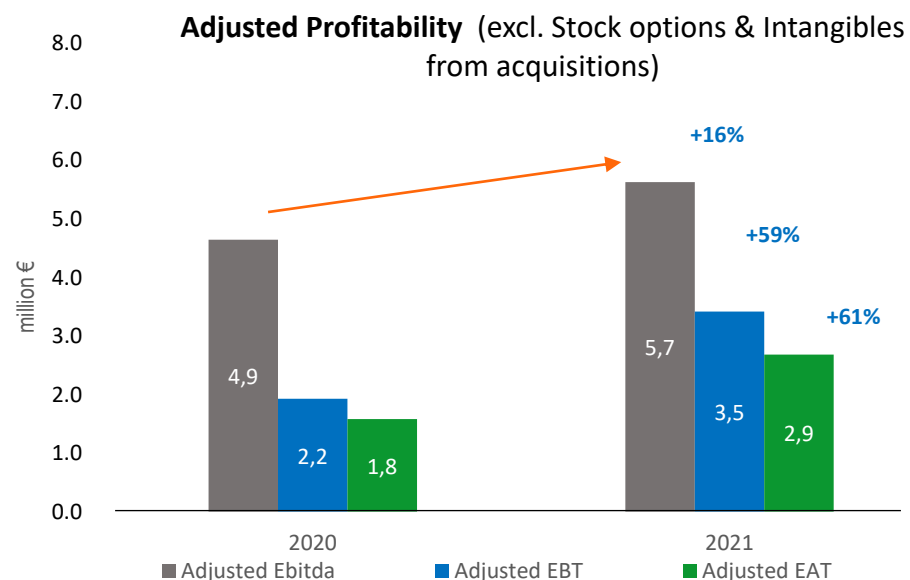
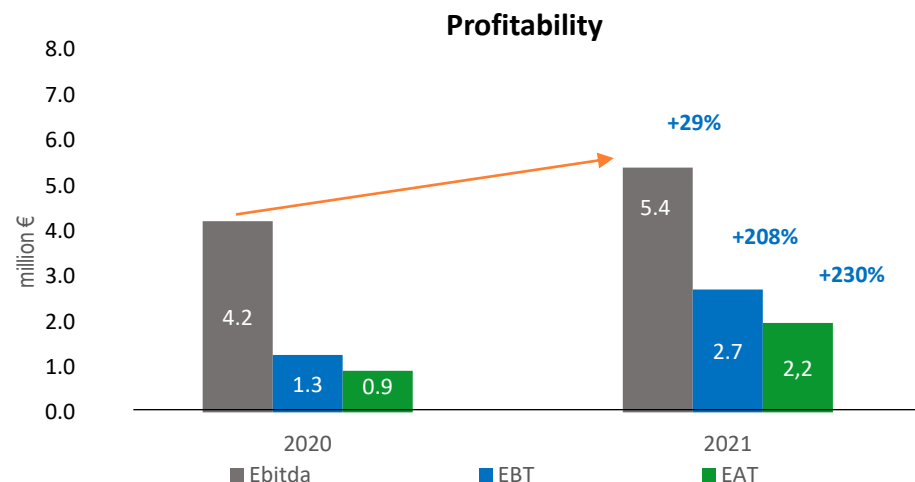
Revenue Types



Highlights

- 23 new contracts of €13 mil value, +46% from last year
- New blue-chip clients
- Strong recurring revenues of c.65%
- International sales c.70%
- New sales increased by 32%
- International operations and expansion in the Nordics
- Balanced portfolio without dependencies on unique clients, or products

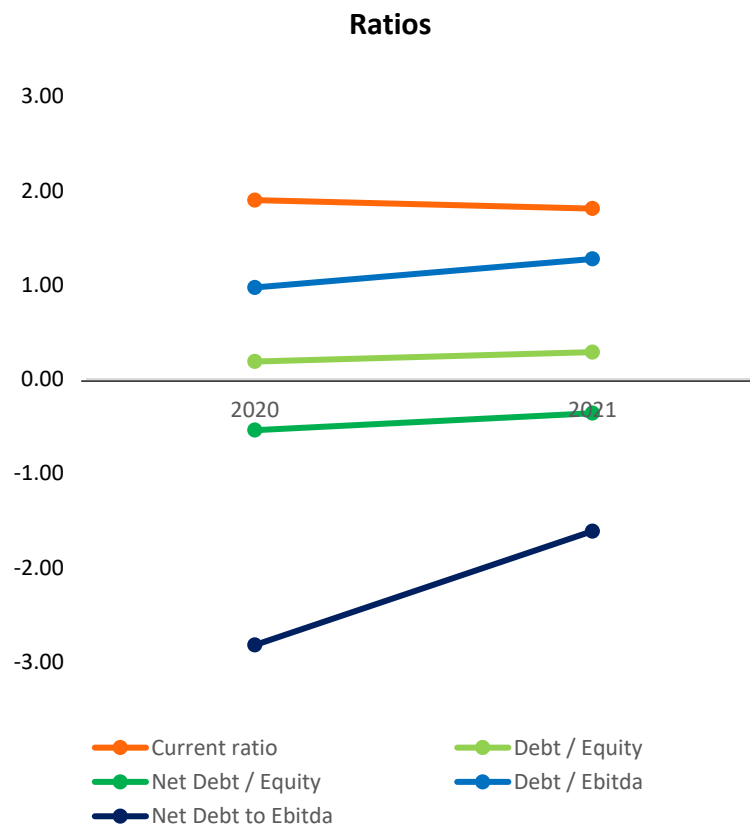
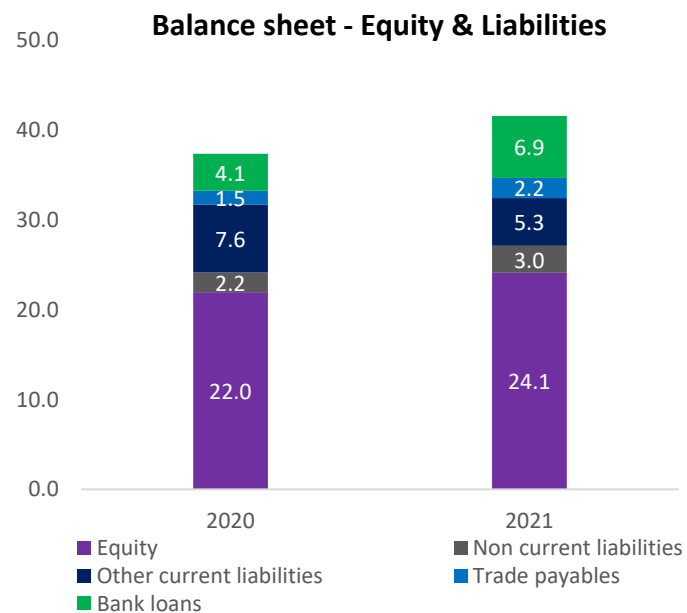
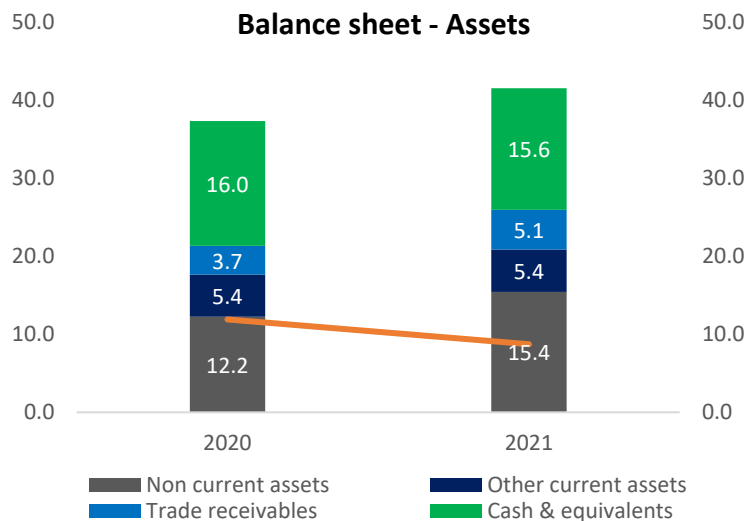
Significant Profitability



Highlights

- Scalable and agile business to perform in larger operational demands
- Profitability allows R&D investments of >20%
- Internal cost margins updated to reflect increased inflation
- High and stable EBITDA margins of c.27%
- +29% EBITDA growth due to revenue growth and cost control
- Dividends' payout ratio c.35%

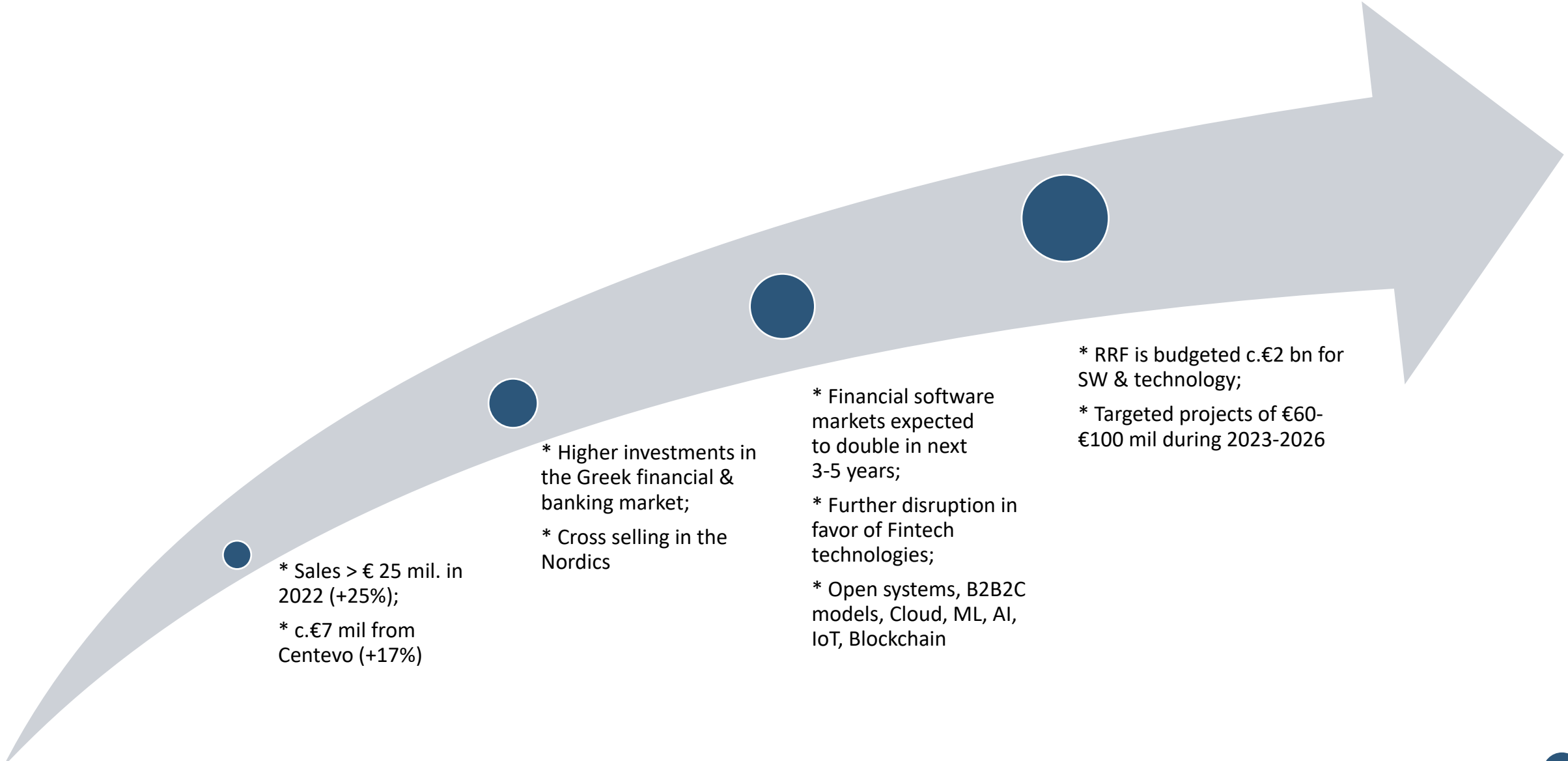
Solid Balance Sheet



Highlights

- Strong balance sheet to finance investment plans
- Generation of FCF's with EBITDA conversion of c.60%
- Net cash €9 mil, down by only €2 mil despite acquisition in 2021
- Prudent DSO (c.90d) and working capital policies
- Debt to equity below 0.3x
- Current ratio c.2.0x
- Debt to EBITDA c.1.3x
- ICAP rating upgraded to "A"

Looking Forward Highlights



- * Sales > € 25 mil. in 2022 (+25%);
- * c.€7 mil from Centevo (+17%)

- * Higher investments in the Greek financial & banking market;
- * Cross selling in the Nordics

- * Financial software markets expected to double in next 3-5 years;
- * Further disruption in favor of Fintech technologies;
- * Open systems, B2B2C models, Cloud, ML, AI, IoT, Blockchain

- * RRF is budgeted c.€2 bn for SW & technology;
- * Targeted projects of €60-€100 mil during 2023-2026

Strategy

KPIs

Transformation

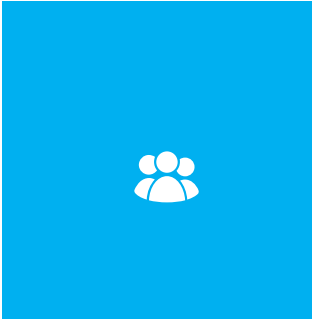
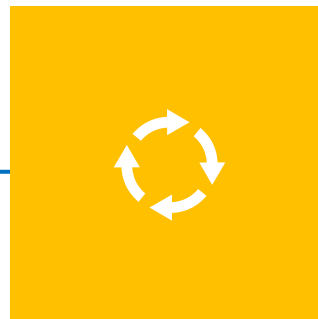
**Dynamic &
Growing market share
For 3 decades**



**Healthy Profitability,
R&D ~20-25%
EBITDA 27%**



**Value to Shareholders
Employees and Customers**

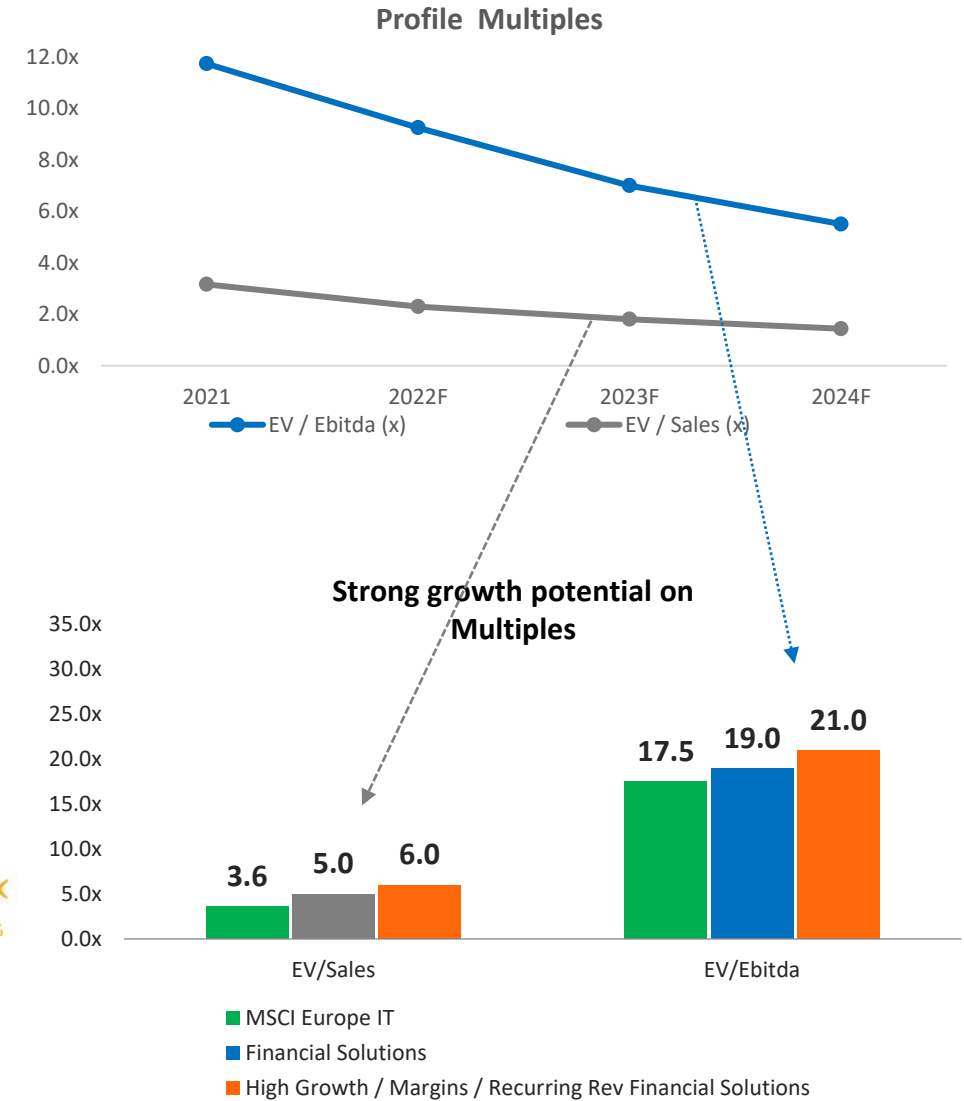
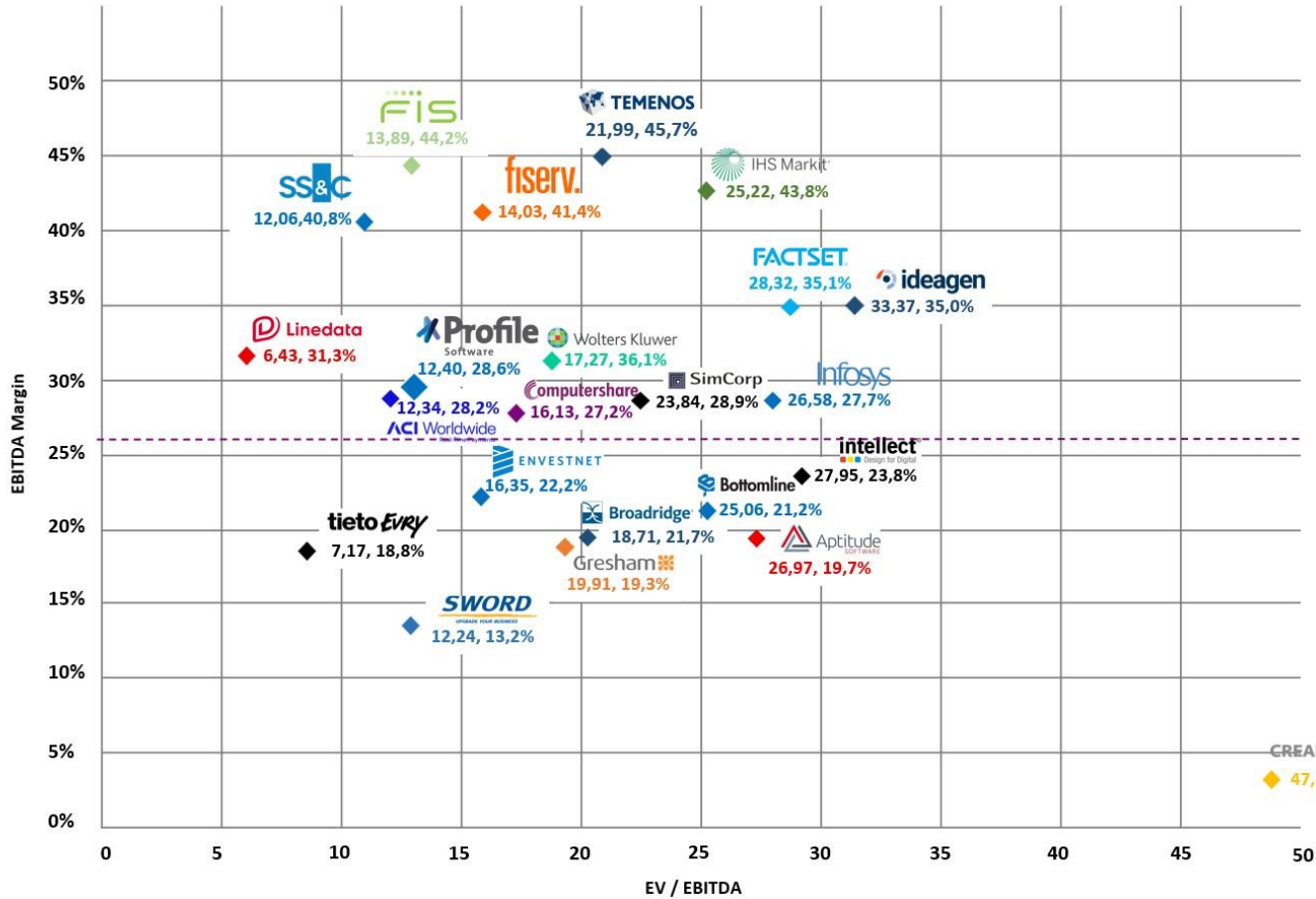


**Fintech oriented Products,
Proprietary Technologies,
Successful implementations,
New Geographies**

**Strategic M&A in the
next 2 years,
Focused Vision,
Time-to-market**

**New Opportunities (RRF),
Competitive positioning,
Continuous innovation**

Comparative Multiples





Thank you!

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