

# Corporate Presentation

11/4/2019



- ✧ **Company Introduction**
- ✧ Financials
- ✧ Products, Technology
- ✧ Looking forward



# Company Introduction

Profile Software is

- ❖ a world-class **Financial Software** Provider
- ❖ of **Mission Critical** Solutions
- ❖ to the modern **Banking, Fintech** and **Investment Management** industries
- ❖ offering **innovative technologies** and **successful implementations**



# Overview

- ❖ Established in 1990, **29** years of experience
- ❖ **250** Clients in **38** Countries
- ❖ **7** International Offices
- ❖ **170** employees

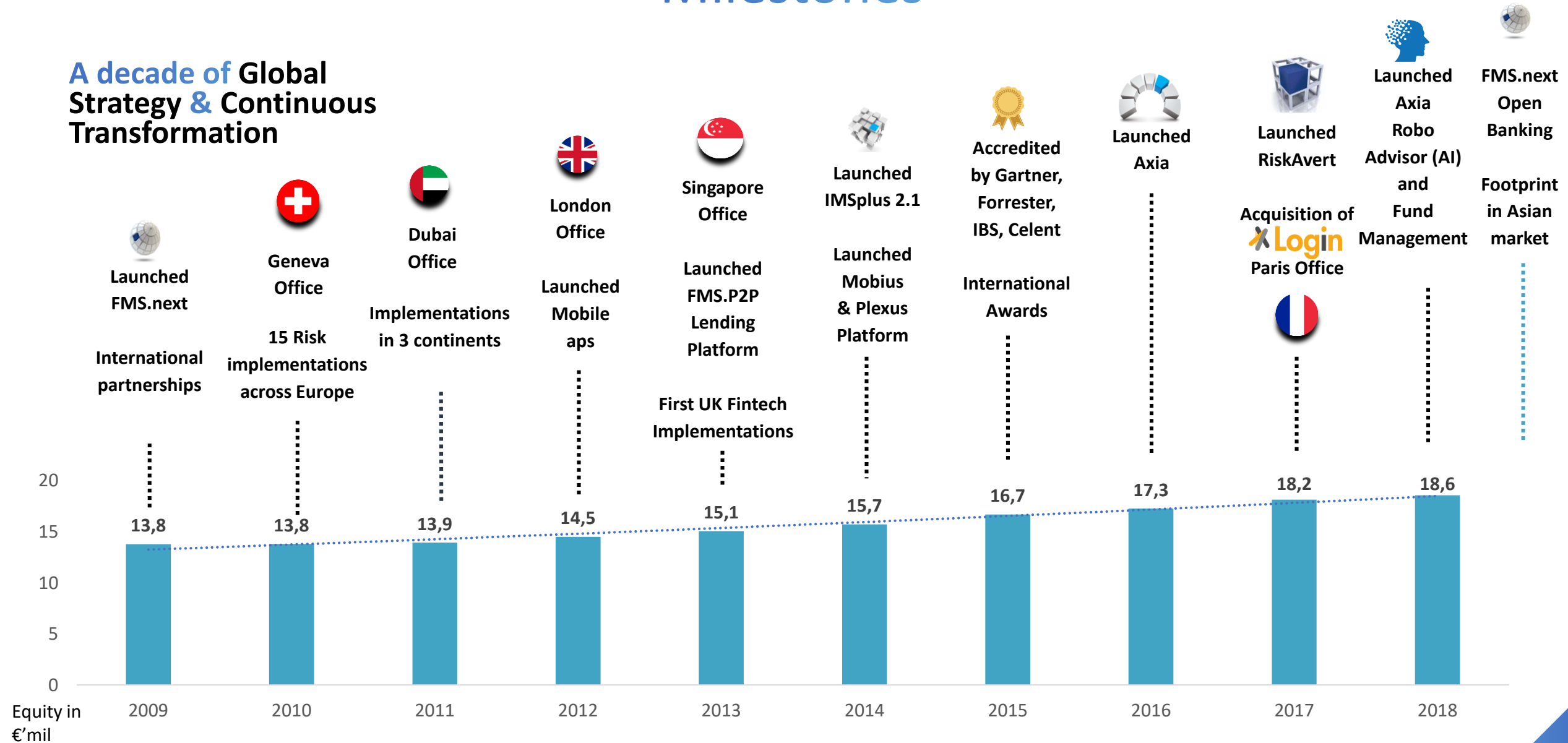
- ❖ **1st** to introduce a natively developed mobile wealth management app
- ❖ **1st** to introduce digital banking functionalities for challenger banks in the UK, France etc.
- ❖ **1st** to introduce an Omni-channel Investment Management Platform

- ❖ Listed on Athens Stock Exchange in **2003**
- ❖ Founder controls 49.9% of the company, Managers 13.1%, Treasury stocks 4.3% and **Free Float** 32.7% out of which c.10% Institutionals



# Milestones

## A decade of Global Strategy & Continuous Transformation



# Global presence combined with strong local relationships and insights



- ❖ Athens, Greece
- ❖ London, UK
- ❖ Paris, France
- ❖ Dubai, UAE
- ❖ Nicosia, Cyprus
- ❖ Miami, USA
- ❖ Singapore

📍 Offices in 7 Key financial centers

● Presence in 38 countries

# Clients

## Greece



## Europe



## MEA, APAC



## Americas



# Investment Highlights

## ❖ **Proprietary technology**

- ❖ Strategically positioned on new trends
- ❖ Value to the Clients

## ❖ **Delivery automation**

- ❖ Time to market
- ❖ Flexible, Agile, Scaling mindset

## ❖ **Well established and highly respected player**

- ❖ Servicing large clients for a long time
- ❖ Industry reports; Gartner, IBS, Celent, Forrester

## ❖ **Solid Fundamentals**

- ❖ Profitable business, Cash flows
- ❖ Reinvestment in R&D and Clients' support

## ❖ **Sizeable and growing market**

- ❖ c. €500bn in 2020
- ❖ Non-traditional banking >37% by 2021
- ❖ IT spending 5% - 10% of operating costs
- ❖ Relatively high barriers to entry







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## Financial Technology

- ✧ Company Introduction
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## Financial Highlights

**20%**

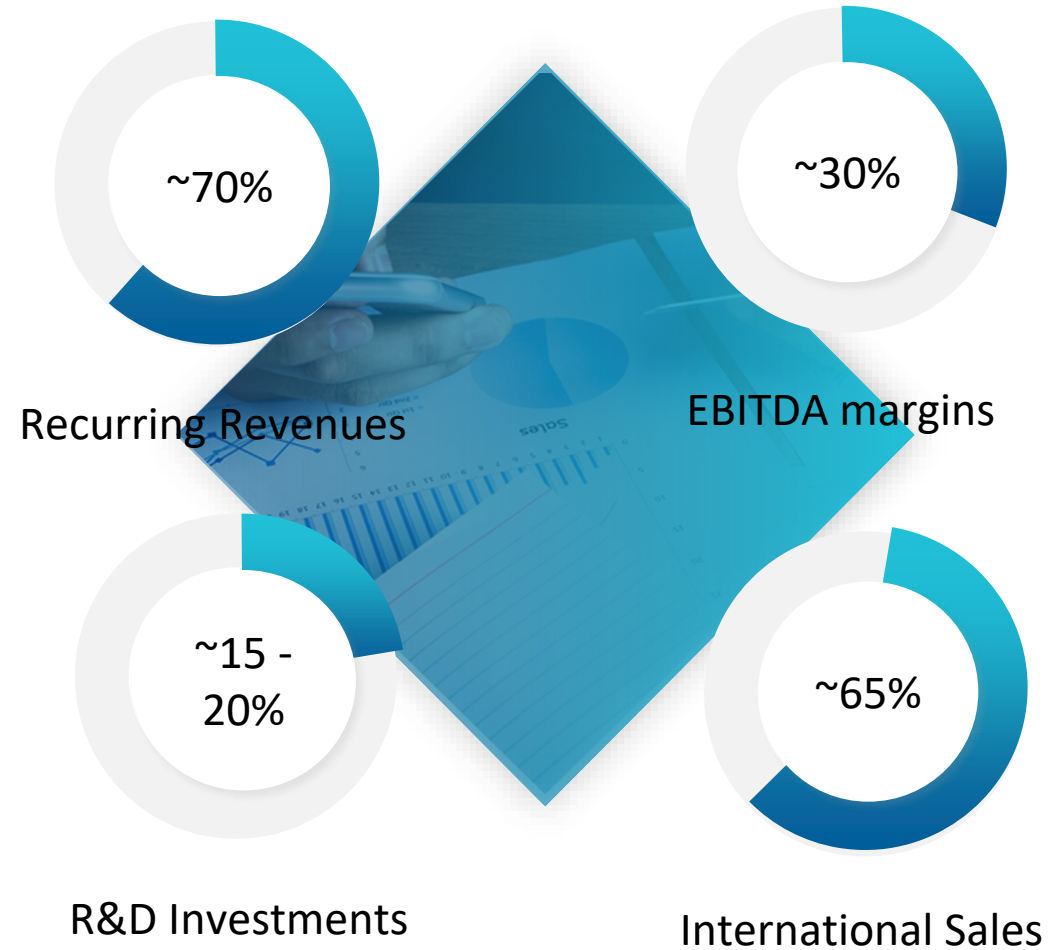
**Growth**

**in Sales**  
(2018)

**24%**

**Increase**

**in EAT**  
(2018)



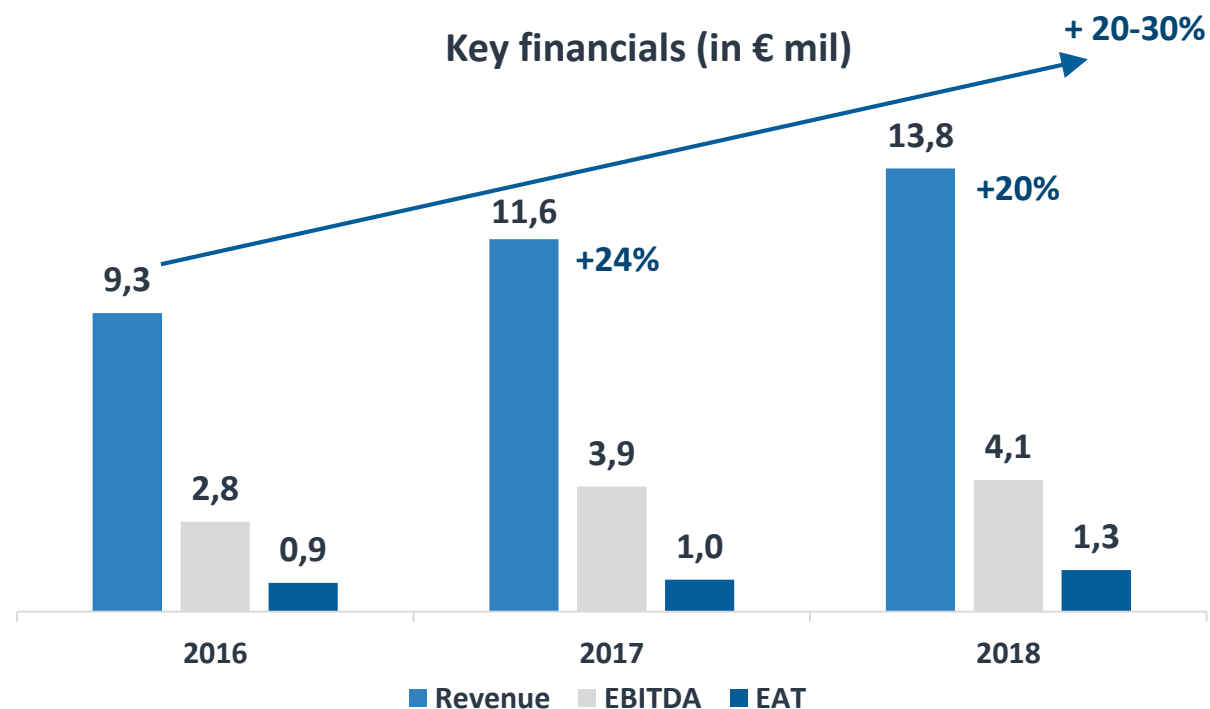
# Growth & Solid margins

Revenues +20% in 2018,  
on top of +24% in 2017

CAGR +22%  
CAGR (Intl) +30%  
EBITDA margins ~30%

P&L (in €'k)	FY2016	FY2017	FY2018	Δ%
Turnover	9.293	11.557	13.829	+20%
EBITDA	2.817	3.930	4.056	+3%
EBITDA margin	30%	34%	29%	(5%)
PBT	545	1.404	1.704	+21%
EAT	561	1.020	1.261	+24%
EAT margin	6%	9%	9%	+0,2%
EPS (in €)	0,0477	0,0867	0,1091	+26%

EV('19)/Revenues ('18) 1,00x  
EV('19)/EBITDA ('18) 3,40x

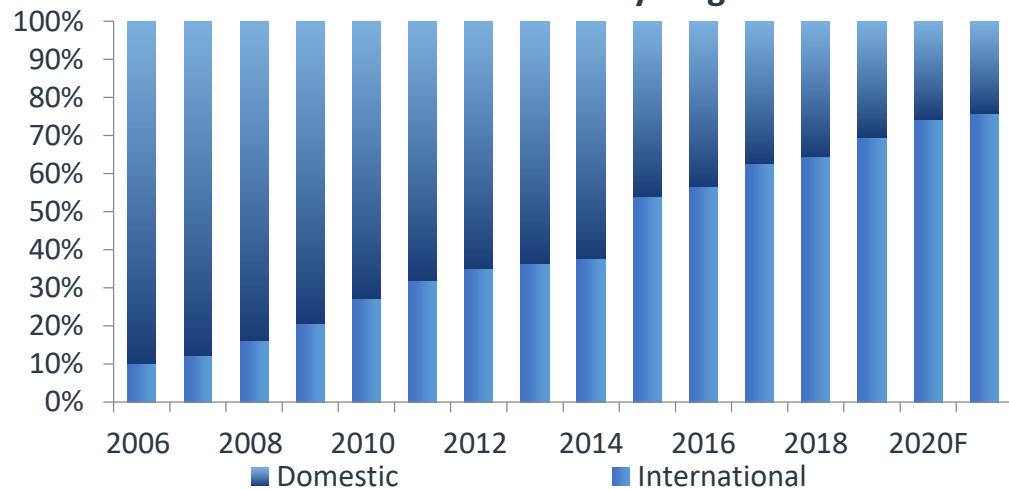


# Global Revenue

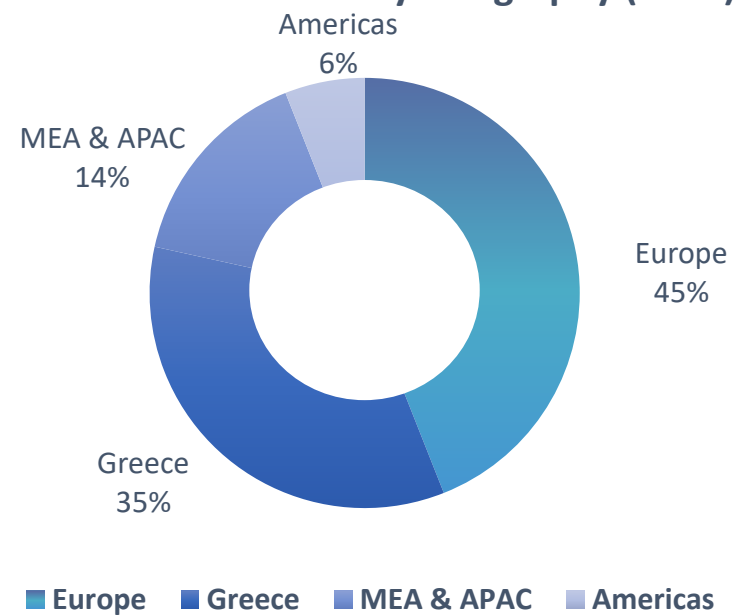
Sales (in € mil)



Revenue Evolution by Origin



Revenue Breakdown by Geography (2018)





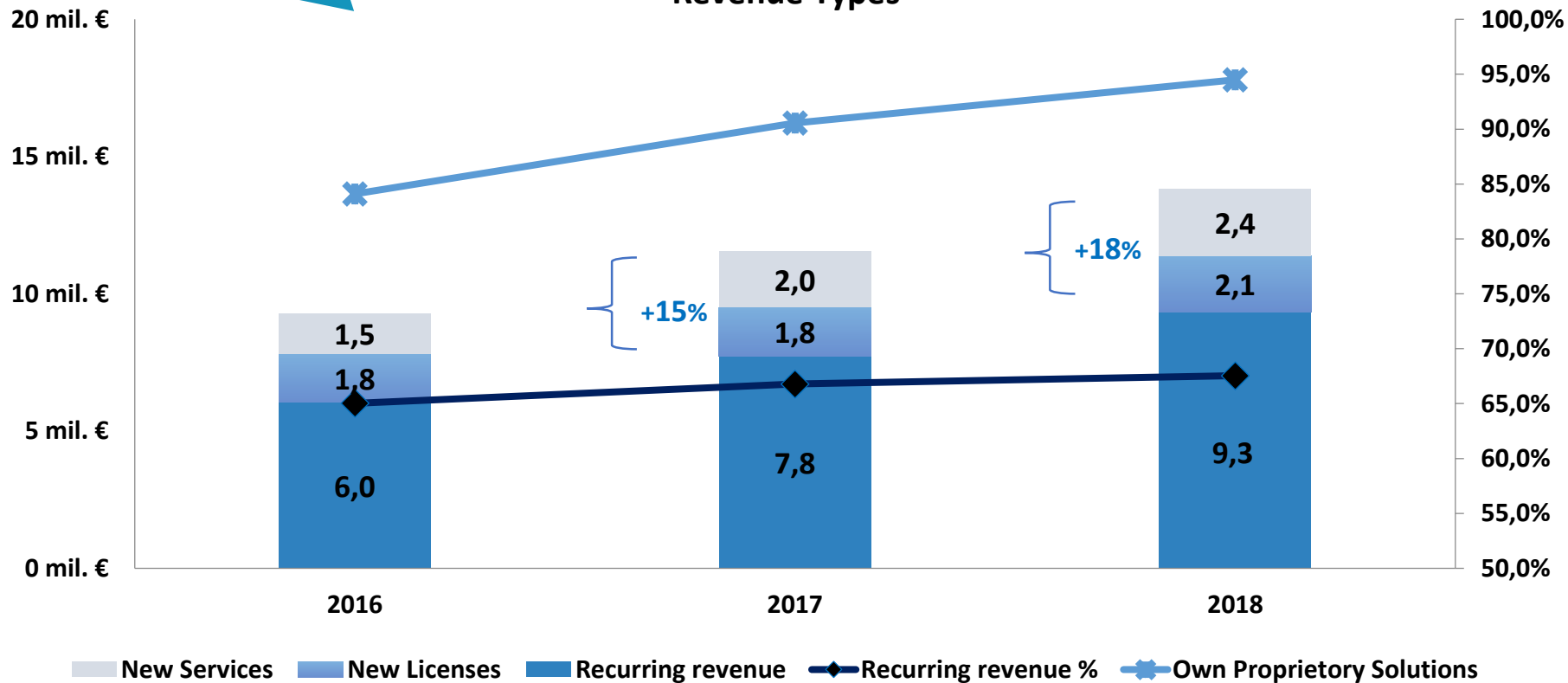
# Quality Revenue

Recurring revenues ~70%,  
from Maintenance, SaaS, PayG & Additional  
Users  
Loyal clientele ~99%, very low churn

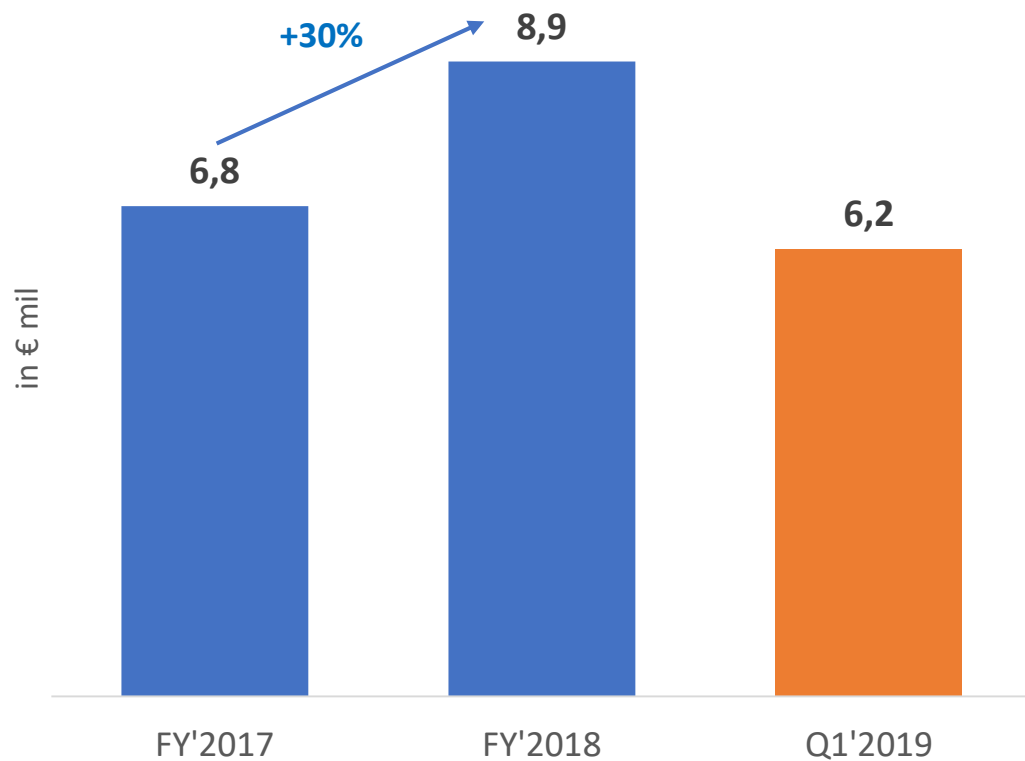
New clients' acquisition rate  
~20%

Own developed products  
~95%

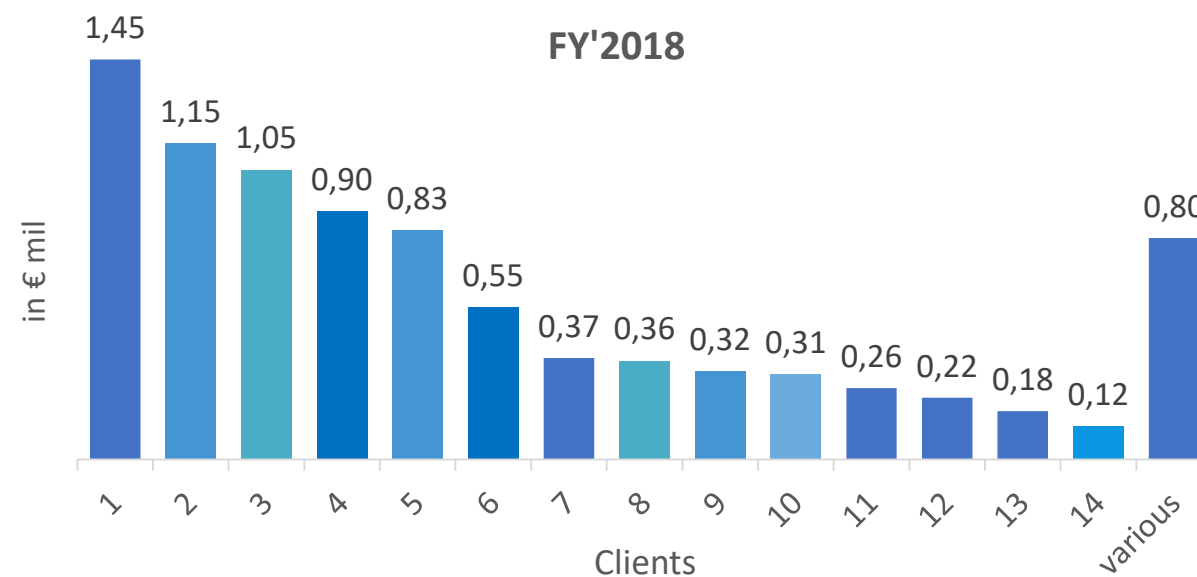
Revenue Types



# New Contracts



FY'2018 €8.9 mil, vs  
FY'2017 €6.8 mil (+30%), while  
Q1'2019 €6.2 mil. already



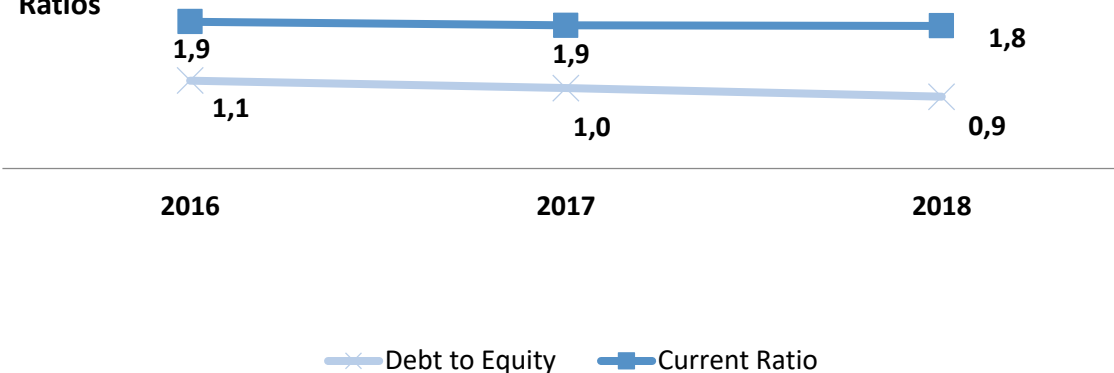
# Healthy Balance Sheet

Balance Sheet	FY2016	FY2017	FY2018	Δ%
<b>Assets</b>				
Tangible & Intangible Assets	13.157	13.751	12.680	(8%)
Other non Current Assets	827	811	789	(3%)
<b>Non Current Assets</b>	<b>13.984</b>	<b>14.561</b>	<b>13.469</b>	<b>(8%)</b>
Inventories	308	188	184	(2%)
Trade Receivables	6.399	6.895	6.436	(7%)
Other current assets	2.922	2.392	2.053	(14%)
Cash & Equivalents	13.409	13.085	13.742	5%
<b>Current Assets</b>	<b>23.037</b>	<b>22.560</b>	<b>22.415</b>	<b>(1%)</b>
<b>Total Assets</b>	<b>37.022</b>	<b>37.121</b>	<b>35.884</b>	<b>(3%)</b>
<b>Equity</b>	<b>17.352</b>	<b>18.232</b>	<b>18.653</b>	<b>2%</b>
Non Controlling Interests	(78)	(77)	(78)	0%
<b>Debt</b>	<b>6.112</b>	<b>5.217</b>	<b>4.620</b>	<b>(11%)</b>
Trade Payables	3.553	2.834	2.703	(5%)
Social Security and Taxes	771	907	1.233	36%
Deferred liabilities	1.736	3.294	3.274	(1%)
Subsidies	4.728	3.981	2.725	(32%)
Provisions & Other liabilities	2.847	2.734	2.753	1%
<b>Total Liabilities</b>	<b>19.747</b>	<b>18.967</b>	<b>17.309</b>	<b>(9%)</b>
<b>Total Liabilities &amp; Equity</b>	<b>37.022</b>	<b>37.121</b>	<b>35.884</b>	<b>(3%)</b>
<b>Net Cash</b>	<b>7.297</b>	<b>7.869</b>	<b>9.121</b>	<b>16%</b>

## Key Ratios

Debt to Equity	1,14x	1,04x	0,93x
Current Ratio	1,90x	1,85x	1,85x
ROCE	5,1%	9,8%	12,3%
ROE	3,2%	5,6%	6,8%
Price to Book Value	0,31x	0,46x	0,78x

## Ratios



Debt to Equity ratio fall to 0.9x in 2018



ROCE and ROE increased to 12.3% and 6,8% respectively



Current ratio stable at ~1.85x

A blue wireframe illustration of a hand pointing towards the right, set against a background of various digital icons like charts, graphs, and data tables.

## Financial Technology

- ✧ Company Introduction
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- ✧ **Products, Technology**
- ✧ Looking forward



# Cutting-edge technology

- ❖ Emerging technologies driving the evolution of Financial Industry (RPA, cloud, AI, etc.)
- ❖ Multiple deployment methods (SaaS, BPO, etc.)
- ❖ Enterprise agile practices enabling to innovate & deliver effectively
- ❖ DevOps engagement achieving higher efficiency & quality through end-to-end automation
- ❖ Unique flexibility, seamless integration and superior user/customer experience (UX/CX)
- ❖ Accelerate clients' operational growth



Products &  
Technology

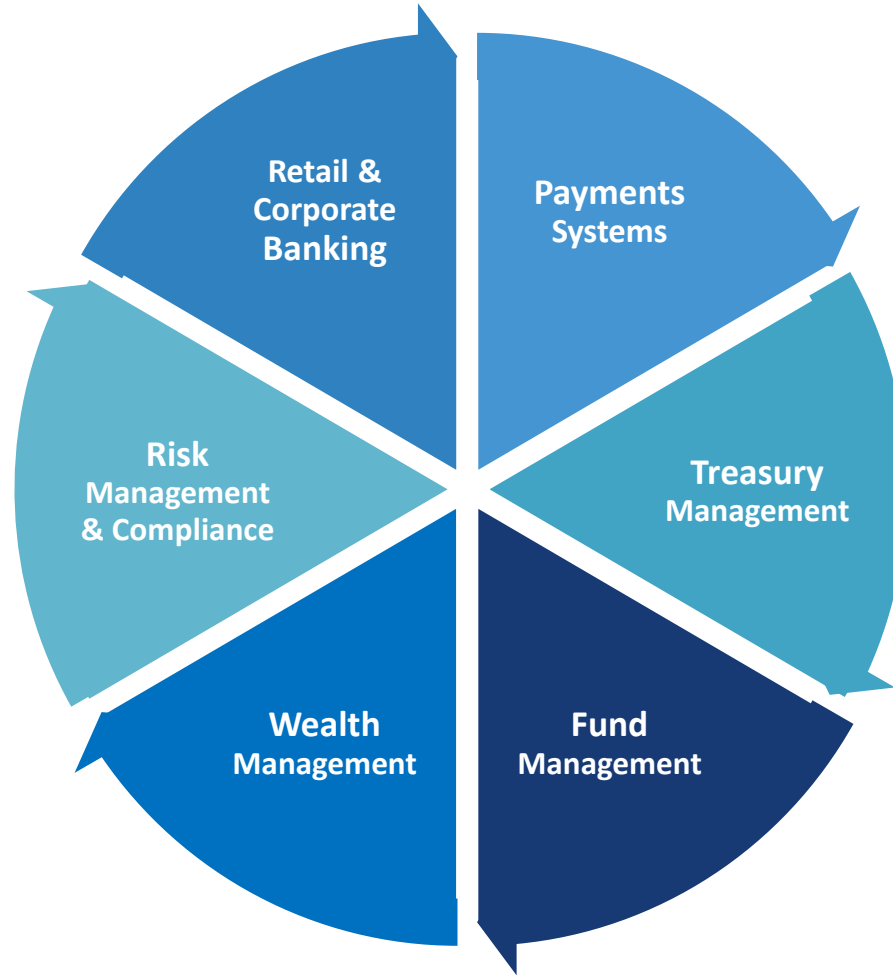
# Complete Financial Services Solutions

FMS.next

RiskAvert

Acumen<sup>net</sup>


Axia




  
Customer  
Centric

  
Fast Time  
To Market

  
Turn Key

  
Cloud  
Enabled

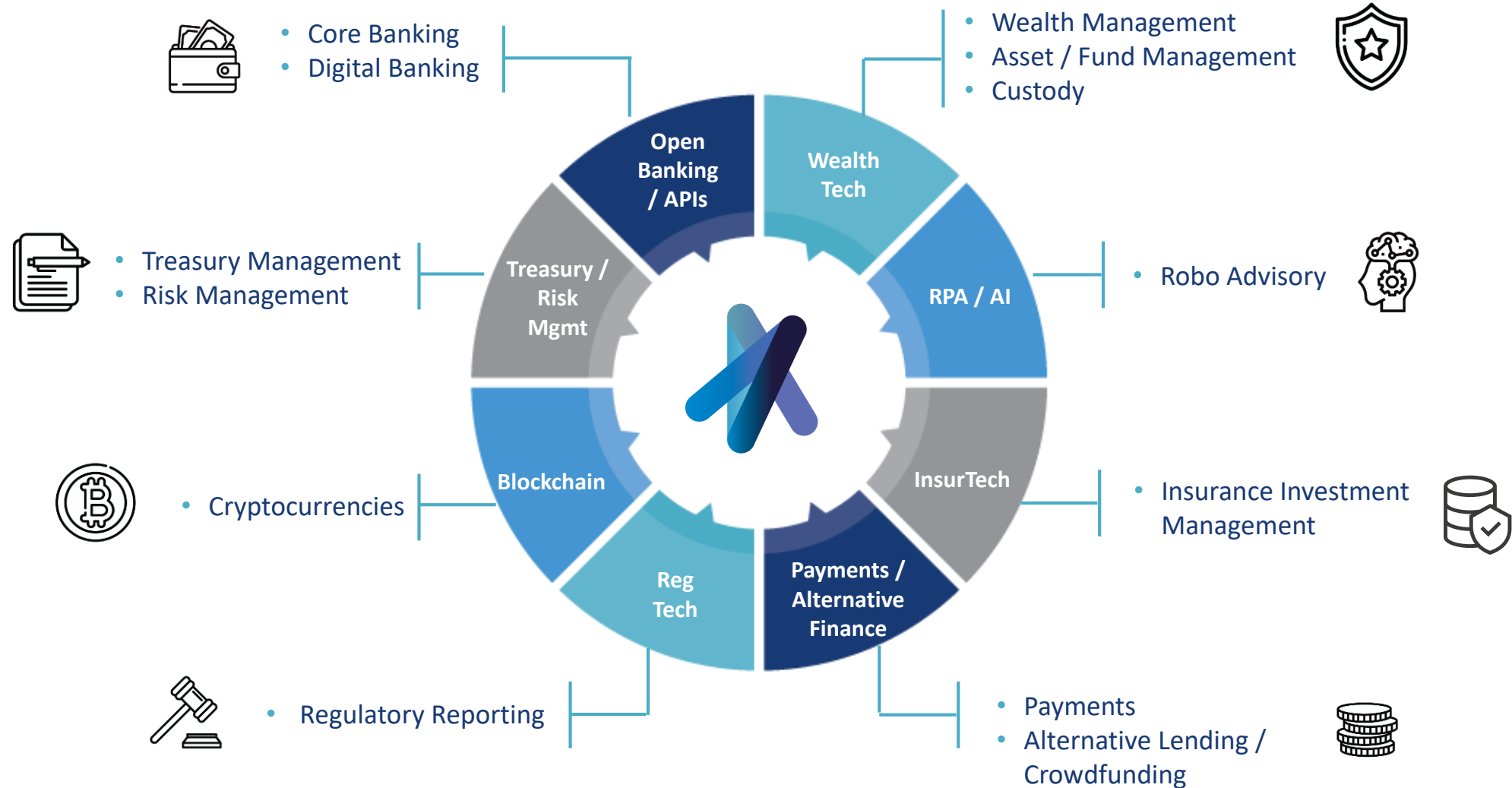
  
Fully  
Compliant

  
Open  
Architecture

  
Agile

  
Easily  
Deployable

# Covering all new trends





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# Looking forward

- ❖ Growing market
- ❖ Competent Team
- ❖ Continuously upgrade product & delivery offerings
- ❖ Strategy to deliver sustainable growth
- ❖ Outperforming Industry peers fundamentals
- ❖ Strong Q1'2019



# Growing Market



**Financial Services  
lead IT spending**

**2020: \$475 bn**



***The Big tech firms (GAFA) are developing a digital ecosystem***



***70% AI savings on operational tasks***



***2 out of 3 millennials prefer online banking and payments***



***37% of banking customers will use non-traditional financial services firms by 2021***



***Mobile commerce and omni-channel payments on the rise***



***APIs are key***



***Banking-as-a-platform***



***Global volume of net HNWI will increase by 25% to almost US\$70 trillion by 2021***



***Mobile wallet to account for more than 160bn USD payments by 2022***



***7.2bnGBP revenue opportunity created by Open Banking by 2022***

*BAI, eMarketer, Capgemini*

*The financial brand, EY, PwC, ODI, Capgemini*

# The Team

## ExCo



- ❖ Competent skills
- ❖ Global experience and culture
- ❖ Hiring from International peers
- ❖ Lean structure

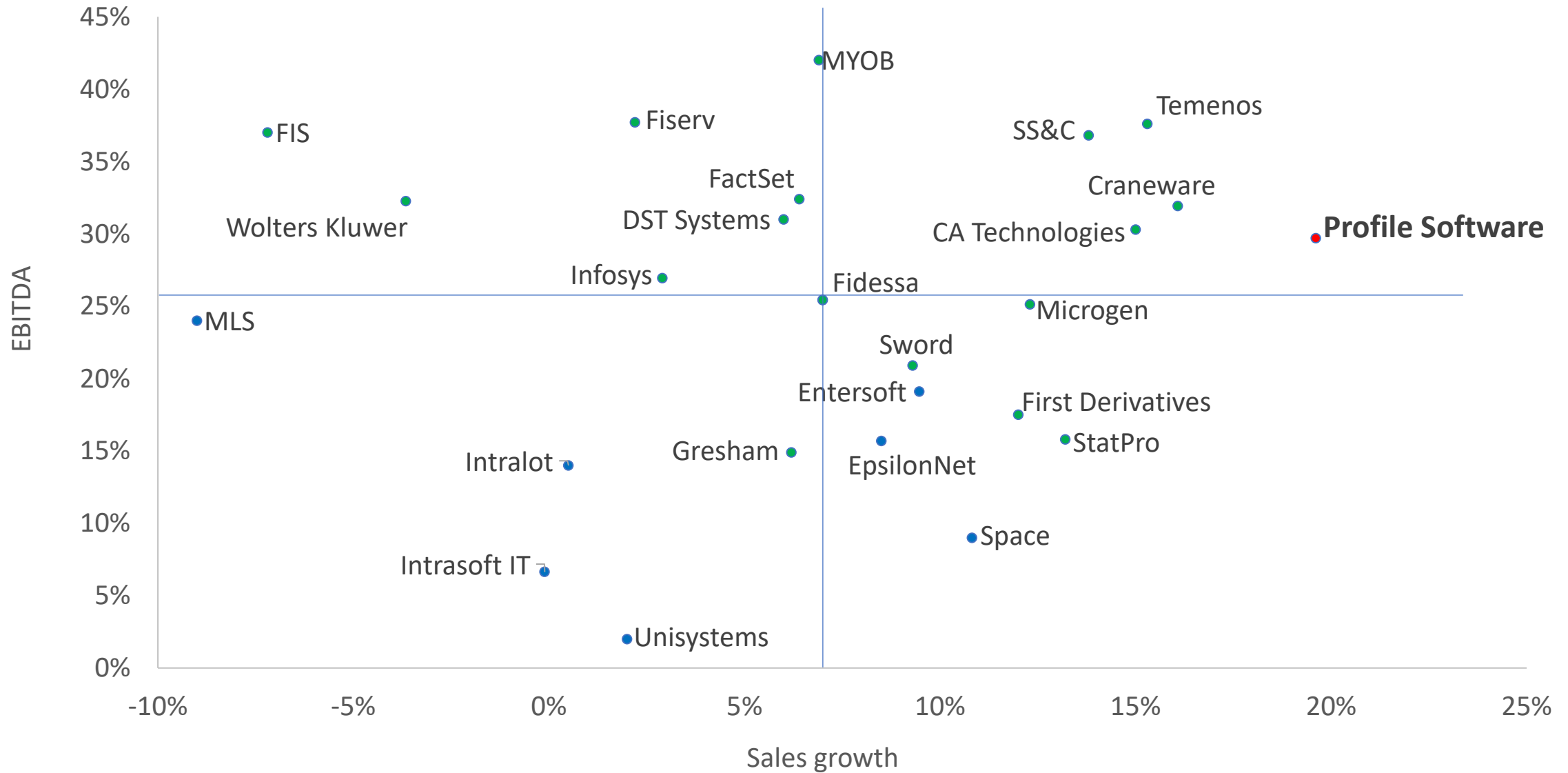
## Business Units



## Commercial

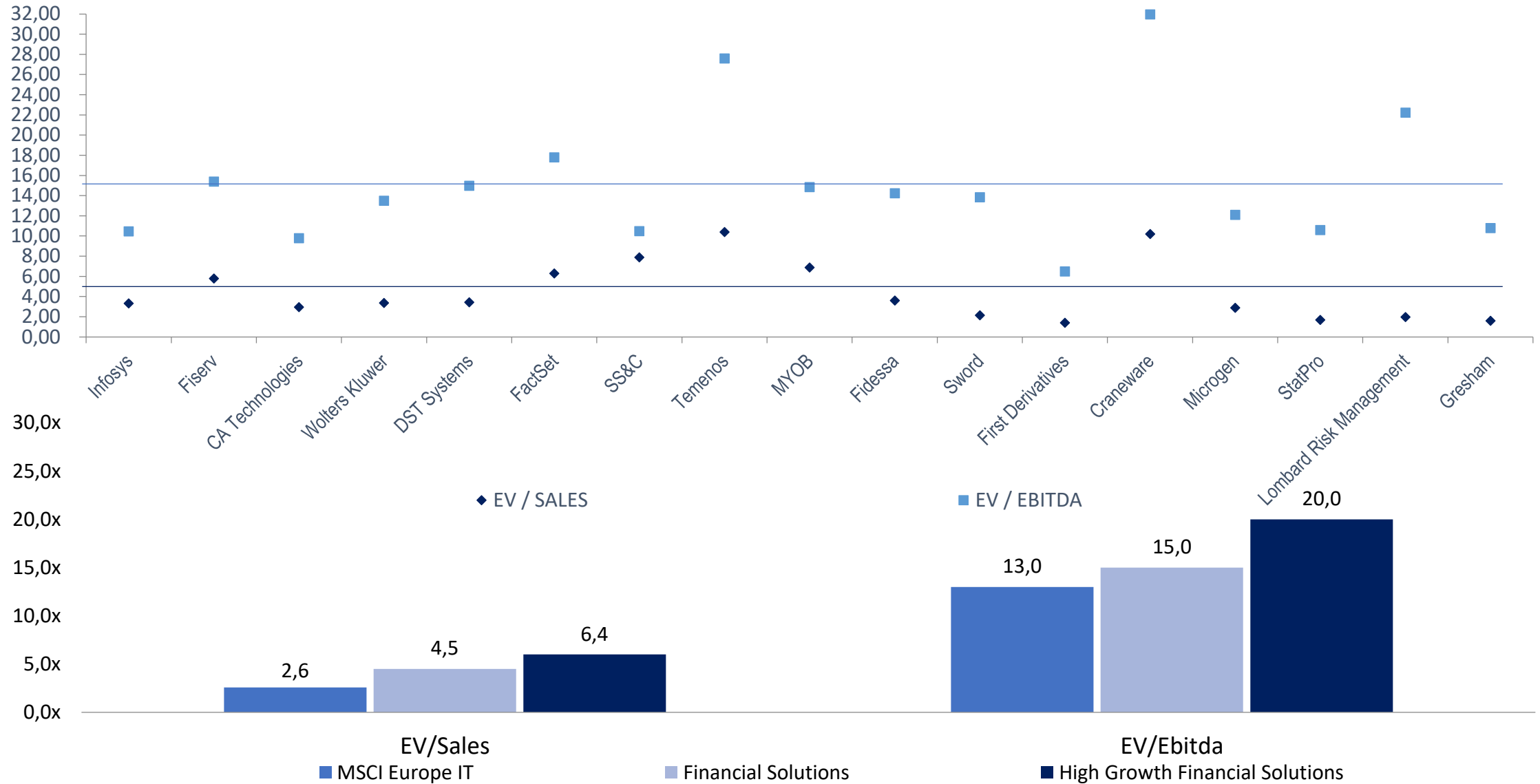


# Comparable fundamentals



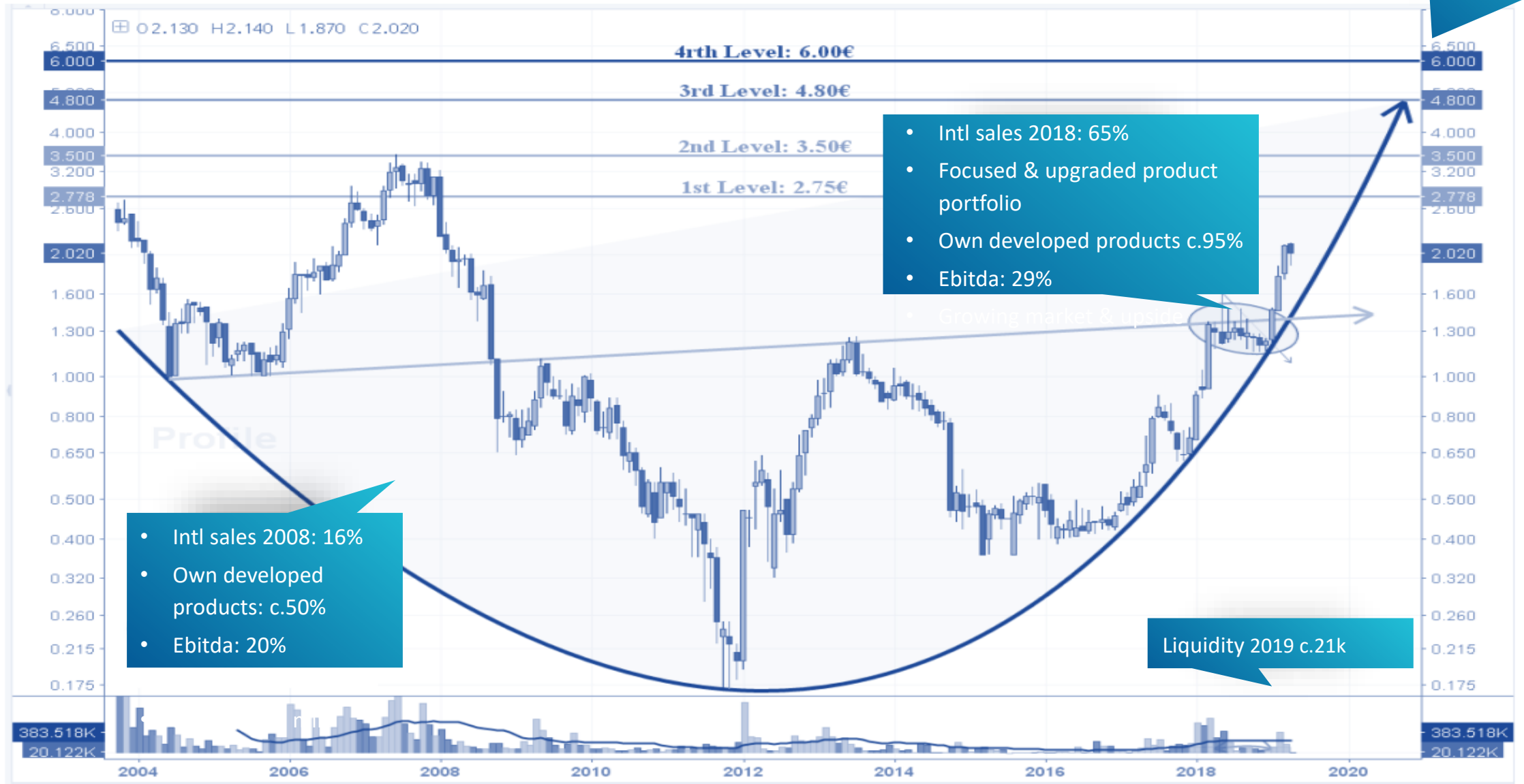


# Comparable multiples

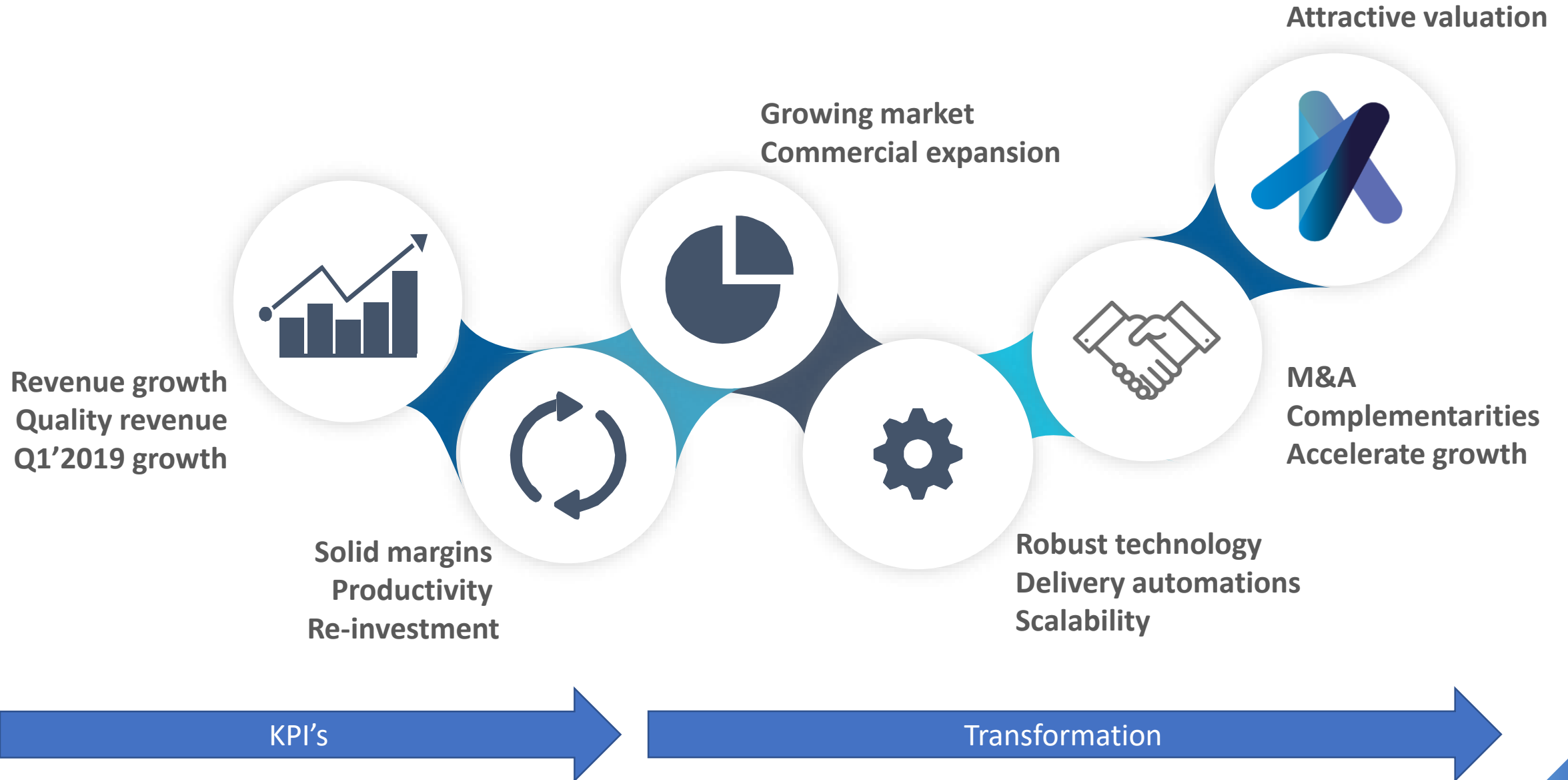


# Strong value growth potential

Assuming c.20% growth in 2019  
and 4x EV/Sales, 15x EV/Ebitda,  
Price corresponds to c.€6.50 ps.



## Drivers of value



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