



# Corporate Presentation

Investor Relations | Overview



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# Agenda

- 01 Overview**  
Company and solutions
- 02 Market Trends**  
Industry snapshot
- 03 Financials**  
The company in numbers



# Overview



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# Company at a glance

**30+**

**Years of  
experience**

**48**

**Countries of  
presence**

**300+**

**Clients**

**18%**

**CAGR 2016-22**

**> 1.5tr**

**AUM on our  
software(s)**

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# Solutions at a glance

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Investment  
Software



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Banking  
Software



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Large-scale  
Projects



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# Investment Management Solutions

Axia

## Wealth Management

Advanced Wealth Mgmt & Robo

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

Centevo

## Custody

Automated Custody Operations

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

## Asset & Fund Management

Operations in one Platform

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

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# Banking Solutions

## Digital Banking

**finuevo** DIGITAL

### 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

**finuevo** CORE

### Core banking & payments

- Single automated platform
- Secure & flexible powerful functionality front-to-back
- Traditional banks, EMIs, 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



# Large-scale Projects



Ministry of Digital Governance



Ministry of Labor & Social Security



Ministry of Finance



Ministry of Transportation



Ministry of Justice



Ministry of Maritime Affairs



Ministry of Public Administration



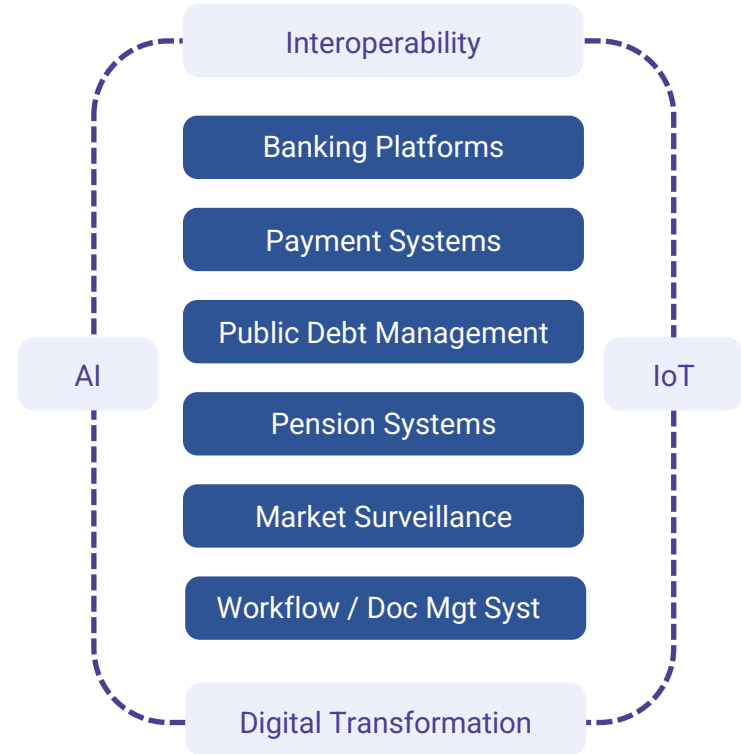
Ministry of Education



Ministry of the Environment & Energy



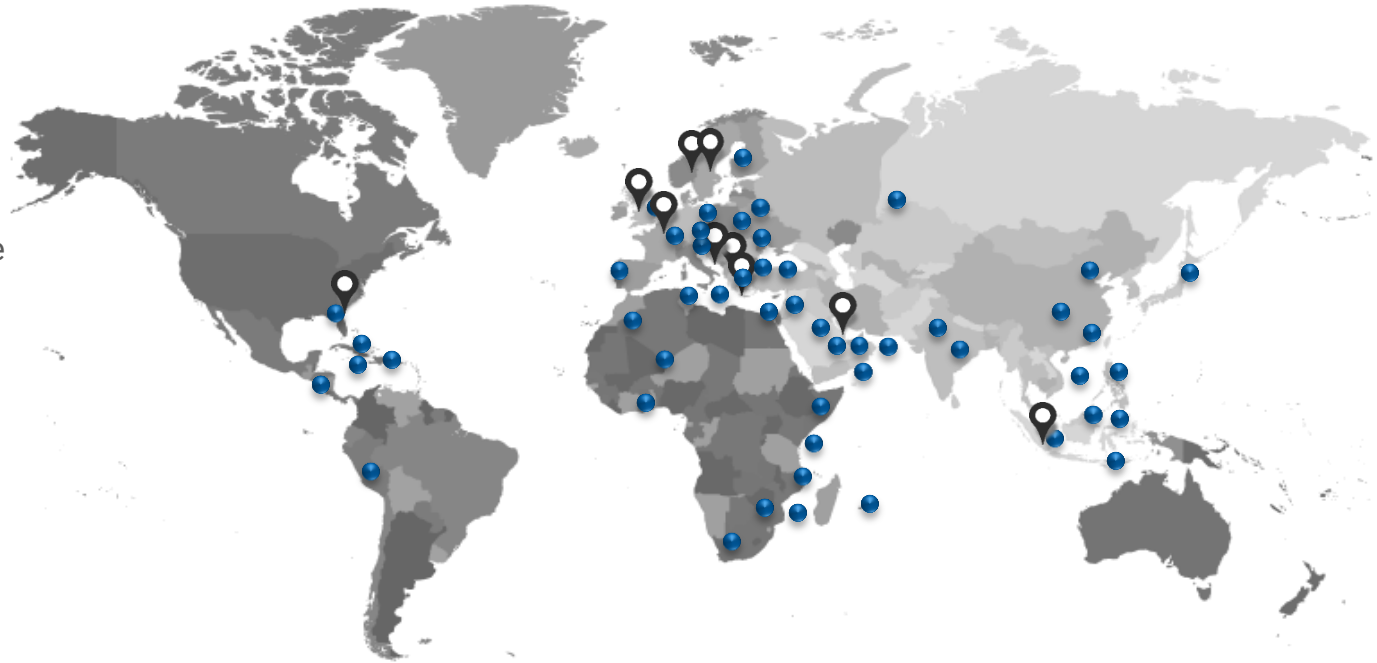
Ministry of Migration & Asylum



# Presence in 48 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



# Indicative Clientele

## Europe



## MEA, APAC



## Americas



# Industry Recognition

## Awards Received



## Included in Reports



# 2022 Financial Highlights

**€ 25 mil.  
(+30%)**

Sales 2022

**>100%**

Growth since  
last 5 years

**~26%**

EBITDA  
Margins

**~65%**

Recurring  
Revenues

**24%**

R&D  
Investments

**Cash € 14 mil**

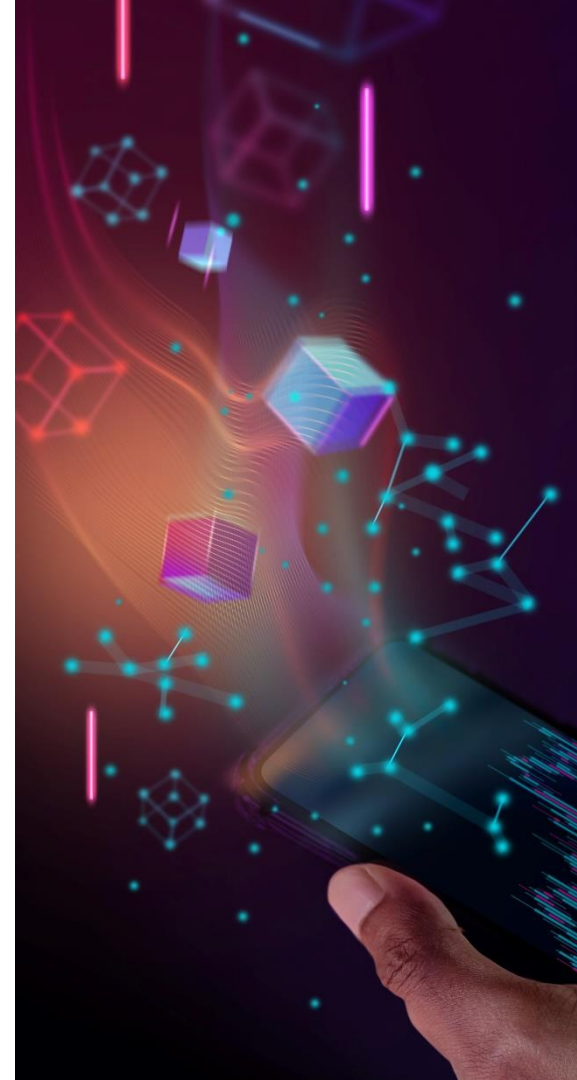
Solid Balance  
Sheet

**~69%**

International  
Sales

**€ 50 mil  
(+293%)**

New Contract  
Awards



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# 2022 Business Highlights

## Clients

**40 New contracts** in FY2022 vs **27** in FY2021 (+48%)

**Across 15 countries**

**15 Projects gone live** in FY2021 and another **20** in FY2022

## Products

**3 major product launches**

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

**Finuevo Digital:** the mobile-first digital banking in-a-box platform addressing the 1/3 of the total banking channels

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

## Corporate

**Profile Technologies** is increasing its manpower to deliver more innovative systems to the Open Banking and Fintech space

Strong commitment to **R&D investments** of **25%** of annual revenue

**Potential M&As**  
Scanning European market for product & geography complimentary Co

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# 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. 25% of our personnel is women.

## Impact finance

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

## Trust and integrity

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

Society

Governance

# Market Trends

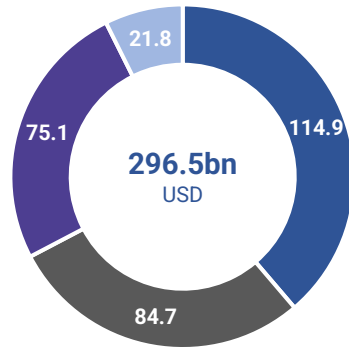




# Banking & Wealth industries still growing...

## Total banks' IT spend

(in USDbn, 2021)

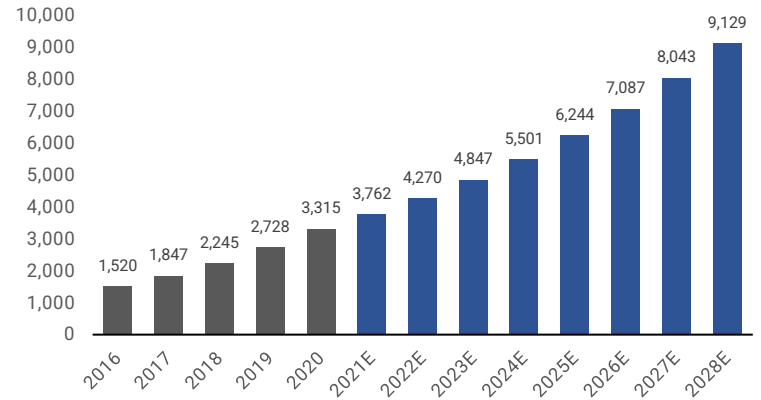


■ North America ■ Europa ■ Asia Pacific ■ Latin America

Sources: Celent, "Global Tech Spending Forecast, Banking Edition"; Accenture Survey

## 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

# ...mainly due to Digital Transformation

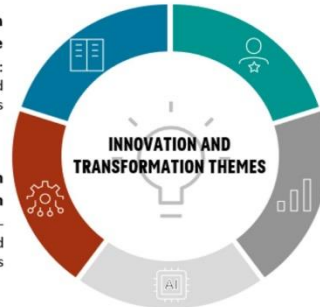
## Banking Innovation Challenges

### Modernizing legacy system architecture

Adopting modern architectures: cloud, no/low code, and microservices technologies

### Driving product innovation and differentiation

Integrating fintechs, industry-specific offerings, value-added services



### Leveraging data and analytics

Actionable data analysis and benchmarking

### Optimizing customer engagement and delivery

Delivery channels, client onboarding, front-office/RM tools

### Expanding the ecosystem for growth

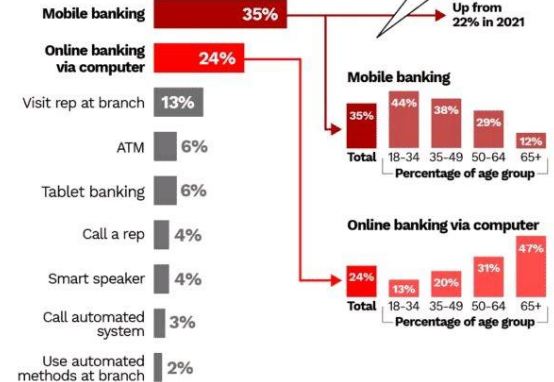
Open banking, banking-as-a-service, embedded banking



Source: Celent

Edited by: Panagiotis Kriaris

## Overall primary banking channel



Source: The Financial Brand

THE FINANCIAL BRAND © July 2022. SOURCE: Phoenix Synergistics

# Profile at the Technology Forefront



APIs



Profile provides flexible, modular and lean core solutions to open traditional legacy systems to the world of micro services and Open Finance, through **Digital Channels**



Cloud-based - SaaS



Mobile - Digital



KYC / On-boarding



Payments / Transfers



Data & Analytics



Investments



Lending

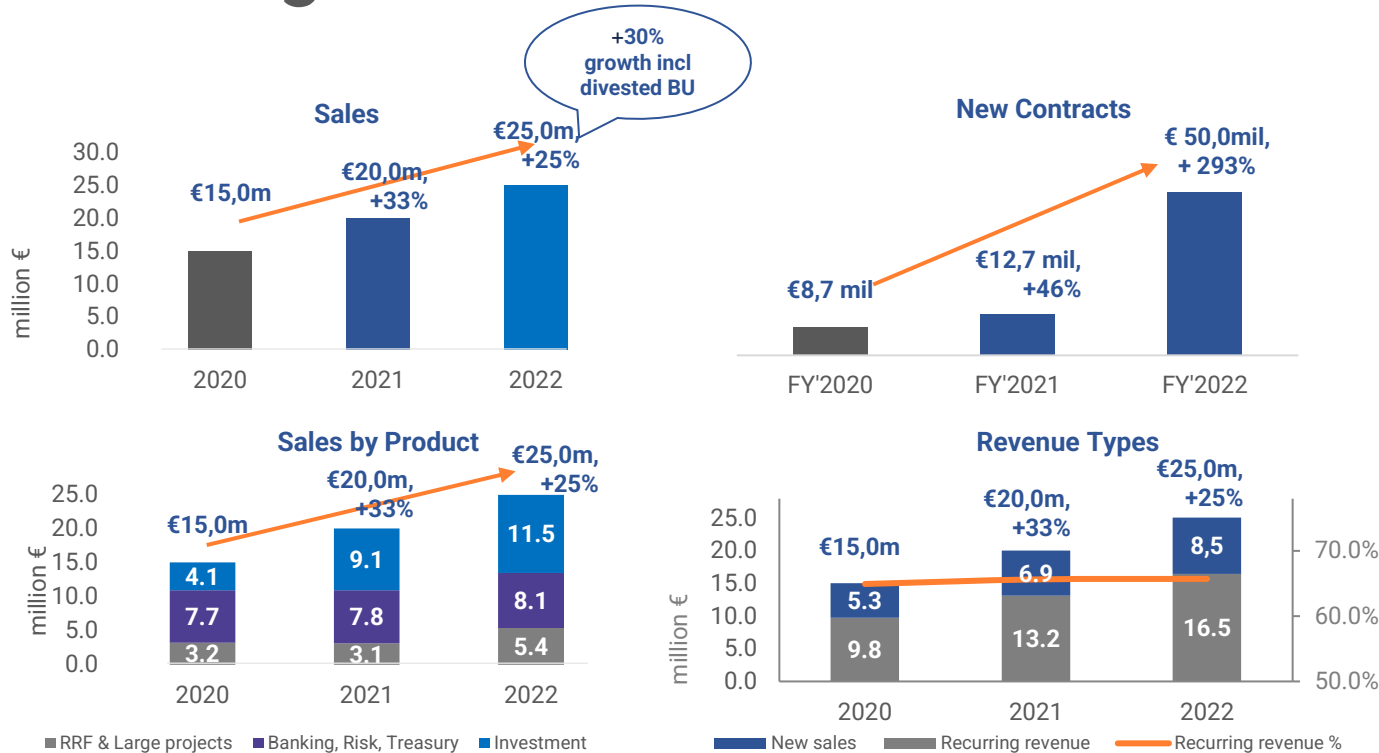
End Customer



# Financials



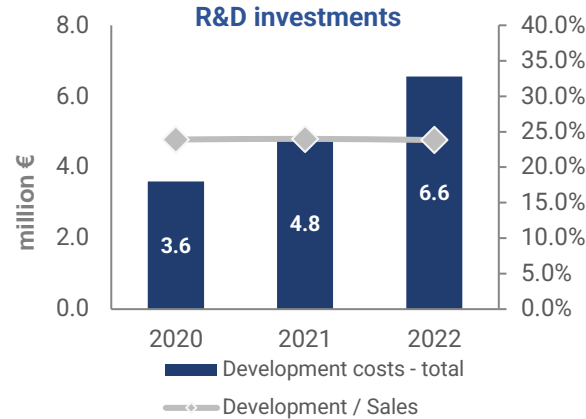
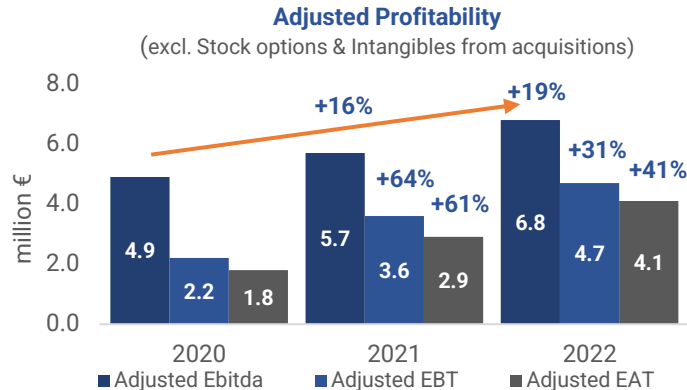
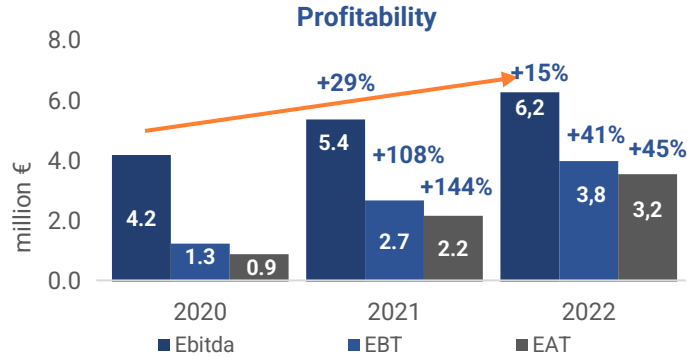
# Strong & Balanced Growth



## Highlights

- 40 new contracts of €50 mil value, +293% from last year
- New blue-chip clients
- Strong recurring revenues of c.65%
- International sales c.69%
- New sales increased by 25%
- International operations and expansion in the Nordics
- Balanced portfolio without dependencies on unique clients, or products

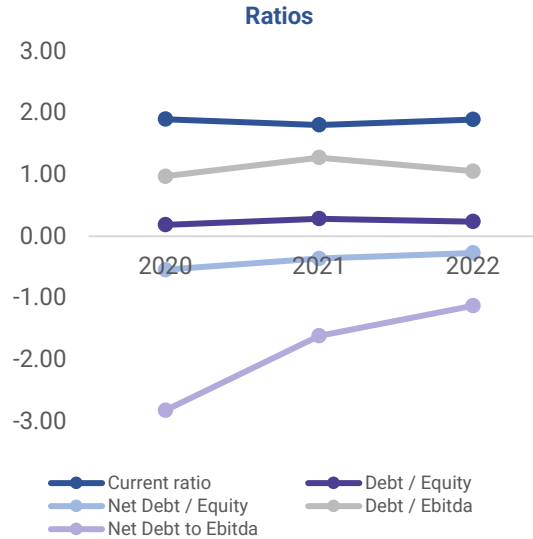
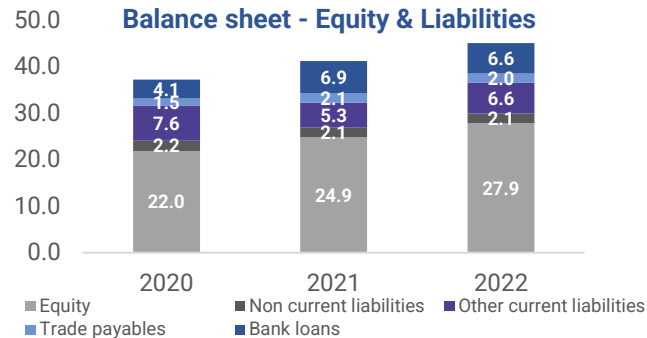
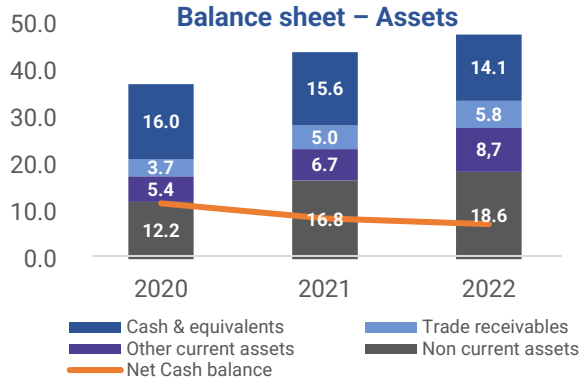
# Significant Profitability



## Highlights

- Scalable and agile business to perform in larger operational demands
- Profitability allows R&D investments of >20-25%
- Internal cost margins updated to reflect increased inflation
- High and stable EBITDA margins of c.27%
- +15% EBITDA growth due to revenue growth and cost control

# Solid Balance Sheet



## Highlights

- Strong balance sheet to finance investment plans
- Generation of FCF's with EBITDA conversion of c.60%
- Prudent DSO (c.90d) and working capital policies
- Debt-to-equity below 0.3x
- Current ratio c.1.9x
- Debt to EBITDA c.1.0x
- ICAP rating upgraded to "A"

# Looking Forward Highlights

## Product

- Continue **R&D** investments of 25% over sales: new tech in AI, **Open API** systems, **Managed services** infrastructures
- Further upgrade **Axia**, the top-tier Investment management product with new technologies
- Promote **Finuevo Suite** the pre-integrated **Digital + Core banking** solution
- Leverage **Acumen.plus** on the global Treasury product success

## Market

- Increase focus in the **Greek** financial & banking market
- Enforce Profile position in the **Nordics** and enhance cross-selling
- Footprint growth in **Anglo-Saxon** market in both sides of Atlantic
- Leverage on current **MENA** important accounts

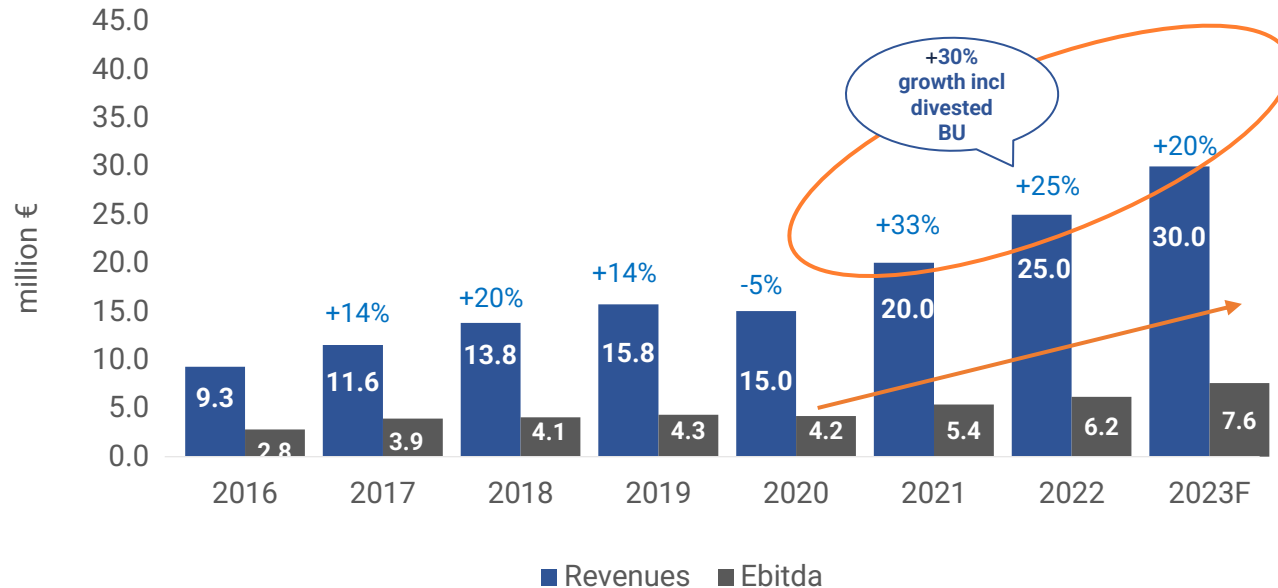
## Growth

- **Sales** increase > € 30 mil. in FY2023 (+20%)
- Total **new contracts** value in FY2023 expected at c.€90 mil., on top of €50 mil of 2022
- Increase penetration in **Large-scale Projects**: so far (Mar'23) contracted €100 mil over total of 1.1 bn procured (9%); another 0.9 bn is expected to be procured until 2025-26
- **Acquisitions** planned in following 18 months



# Looking Forward

## Sales & EBITDA

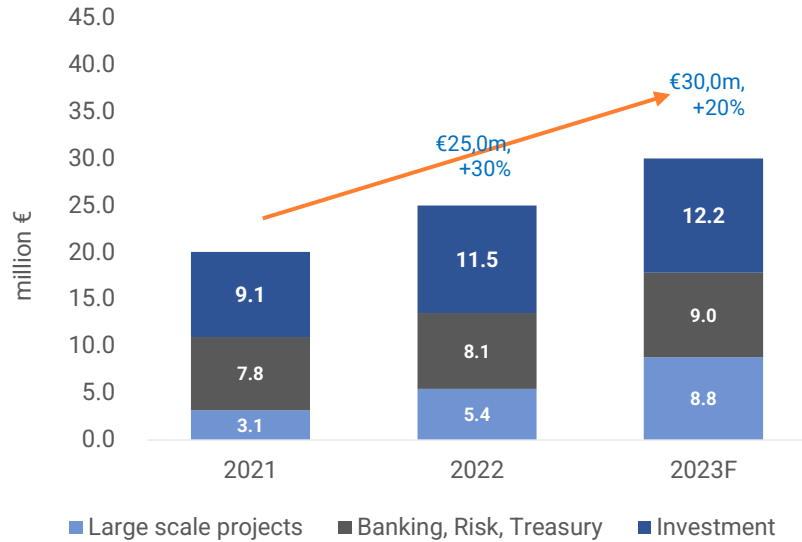


## Highlights

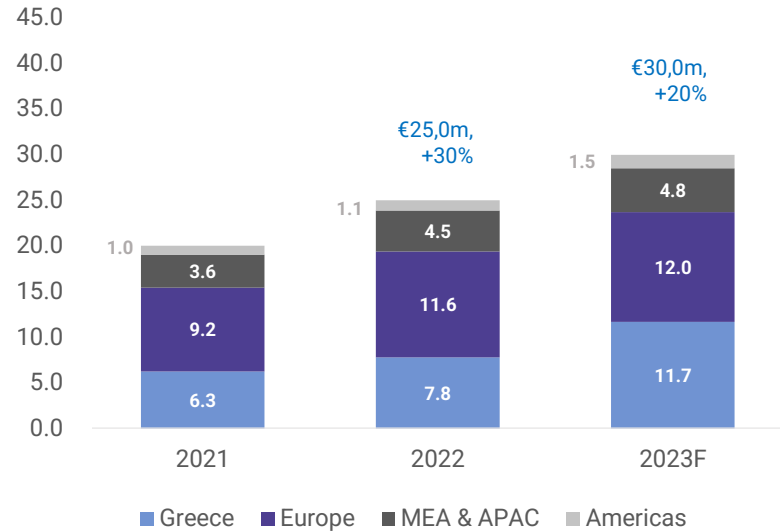
- Financial software markets are expected to double in the next 2-3 years
- Further disruption using new technologies like AI, Open API, etc.
- Cross-selling in the Nordics and increase footprint in new geographies
- Large-scale projects budgeted c.€2 bn for SW & technology; targeted projects of add €70 - 80 mil during 2023-2026
- Continue M&A

# Looking Forward

## Sales by Product



## Sales by Region



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# Strategy

## KPIs



Dynamic &  
Growing Market Share  
for 3 decades



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



Value to Shareholders  
Employees and  
Customers

## Transformation



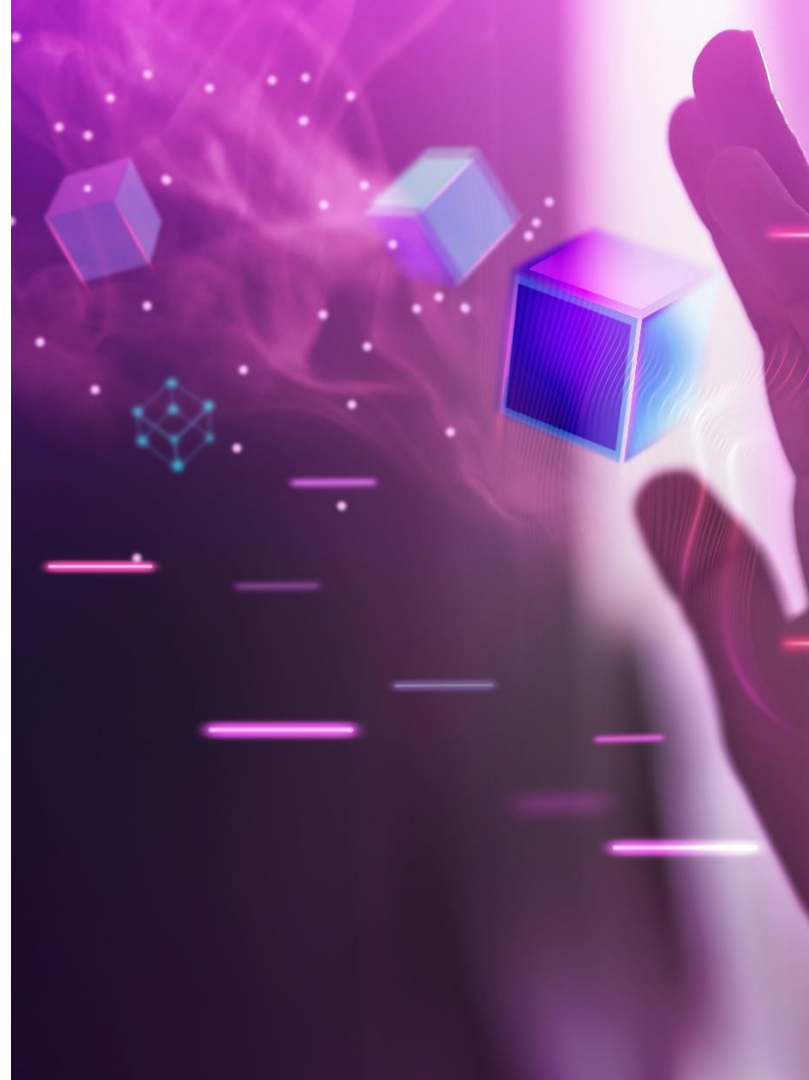
Fintech-oriented Products,  
Proprietary and New  
Disruptive Technologies,  
Efficient Delivery



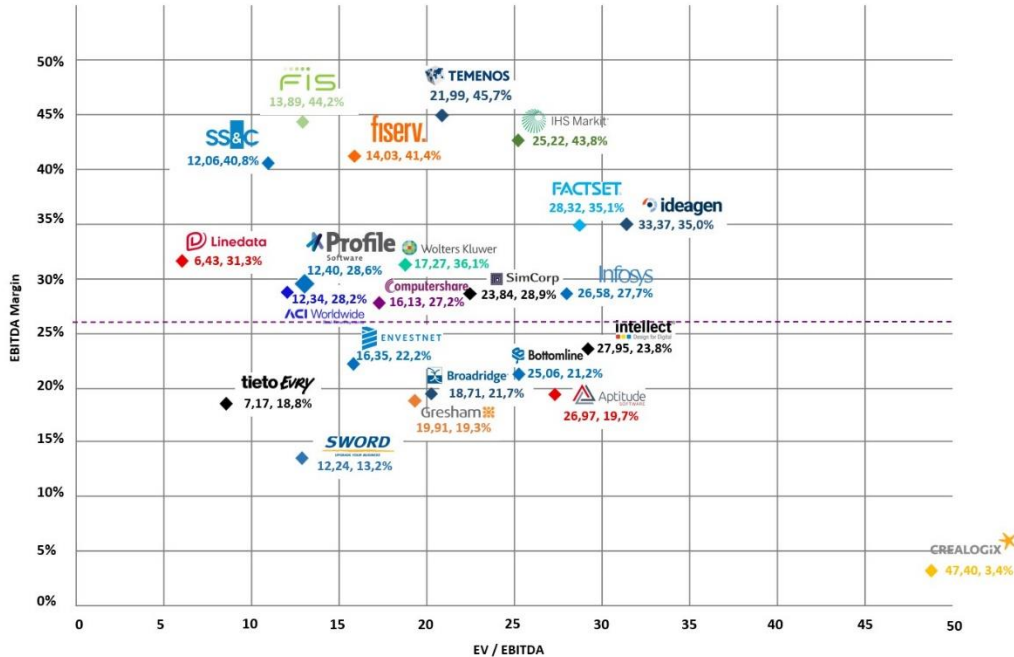
Strategic M&A in the  
next 2 years,  
Focused Strategy



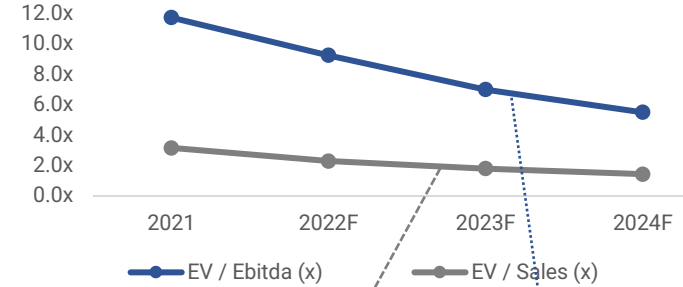
New Opportunities  
(Large-scale Projects),  
Competitive Positioning,  
New geographies



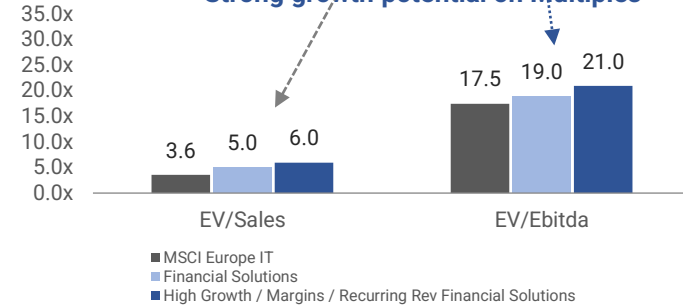
# Comparative Multiples



## Profile Multiples



## Strong growth potential on Multiples



The logo for Profile Software features a stylized icon of three overlapping, curved lines to the left of the word "Profile" in a large, bold, white sans-serif font. Below "Profile" is the word "Software" in a smaller, white sans-serif font.

# Profile

Software

A hand is shown from the left, with the index finger touching the screen of a smartphone. The phone is held vertically and has a glowing blue and purple light effect emanating from the point of contact. The background is dark with abstract, glowing purple and blue lines and shapes, suggesting a digital or futuristic environment.

 [profiles.w.com](https://profiles.w.com)

