

**PITECO: 2016, record profits of € 4,5 million (+31% vs FY2015)
EBITDA margin 40% and Operating cash flow € 4,8 million**

- **Revenues: € 14,1 million, +5,5% (FY2015: € 13,4 million)**
- **EBITDA: € 5,6 million (FY2015: € 5,7 million); EBITDA margin 40%**
- **Pre-tax Profit: € 5 million, +11% (FY2015: € 4,6 million), 36% revenue**
- **Net Profit: € 4,5 million, +31% (FY2015: € 3,4 million), 32% revenue**
- **Operating cash flow: € 4,8 million (35% revenues and 85% EBITDA)**
- **Financial Net position: positive € 2,0 million (FY2015: negative € 0,3 million)**
- **26 new clients in 2016**
- **Proposed dividend for € 0,15 p.a. (60% payout ratio); yield at 3,2%**

Milan, March 23, 2017

Today, the Board of Directors of Piteco, a company listed on AIM Italia, an Italian leader in the design and implementation of management solutions for Treasury and Financial Planning, approved the draft financial statement at December 31, 2016, prepared in accordance with IAS / IFRS.

The Company will meet the financial community in the occasion of the AIM INVESTOR DAY organized by [IR Top](#) (April 6th 2017, Palazzo Mezzanotte)

Marco Podini, Piteco Chairman: *“We are pleased to close our second financial statement as a listed company with a significant Net Profit increase, 32% of revenues, the ratio standing up for the best in class in the business sector. Continued growth of revenues from recurring maintenance fees and a high cash conversion should also be highlighted. The company emphasis its internationalization focusing particularly on the United States and Mexico.”*

Main results FY2016

Revenues amounted to € 14,1 million, + 5,5% compared to € 13,4 million of FY2015. The growth is primarily related to the increase of recurrent maintenance fees, software licenses and services.

EBITDA amounted to € 5,6 million, corresponding to an EBITDA margin of 40%, aligned with 2015 (€ 5,7million) despite the investments carried out to address commercial activities in the new USA and Mexican markets, launch of the “cloud” solution and the reinforcements of the internal structure to deal with company’s global growth.

Pre-tax Profit amounted to € 5 million, recording an increase of 11% (€ 4,6 million FY2015) and 36% of revenues (34,0% FY2015), due to reduction in financial charges and extraordinary.

Net Profit amounted to € 4,5 million, recording an increase of 31% compared to € 3,4 million FY2015 and 32% of revenues, compared to 26% FY2015, because of Patent Box regime effect.

Net financial Position is positive and amounted to € 2,0 million; a significant improvement compared to December 31st, 2015 (negative € 0,3 million); the variation is largely attributed to the extremely positive dynamic of the operating cash flow.

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Operating Cash Flow amounted to € 4,8 million presenting a high Cash Conversion of 35,3% of revenues and 84,9% of EBITDA. Even at **Free Cash Flow to Firm** level (post investments), company records a significant Cash Conversion of 32,7% in revenues and 78,7% of EBITDA.

Dividend

During the Shareholders' meeting scheduled for April 28th, 2017, the Board of Directors will propose the distribution of an ordinary dividend, before tax, of Euro 0.15 per share for a total of Euro 2,7 million, corresponding to a payout of 60%. The coupon date will be May 8th, 2017 (record date May 9th, 2017) and will be payable from May 10th, 2017.

Significant events after the financial statement date and operations outlook

First months of 2017 confirm the turnover growth trend and provide a positive outlook of general increase in results for the current year.

Shareholders meeting notice

The Board of Directors calls an Ordinary Shareholders' Meeting for April 28th, 2017 at 11.00 am at UPTOWN PALACE in via Santa Sofia n.10 in Milan, in a single call, to discuss and deliberate on the following agenda:

- Approval of the Financial Statements at December 31st, 2016; reports of the Board, Statutory Auditors and the Independent Auditors; allocation of the result; related and consequent resolutions.

The documentation related to the agenda will be available to the public at the registered office and on the website <http://www.pitecolab.it> as per the terms provided by law.

The press release is available on the company's website www.pitecolab.it and www.info.it

PITECO (PITE:IM), on the market for over 30 years, is the top Software House in Italy for proprietary solutions for managing Company Treasury and Financial Planning for large and medium-size businesses in the Industry and Services sectors. Its proprietary software products are open and flexible application programs that dialogue with the main company ERP information systems (Sap, Oracle and Microsoft) and are acknowledged as standards of excellence by the market. Piteco software is already operational and used globally in 40 countries. With 85 highly-skilled professionals and 3 operational offices (Milan, Rome and Padua), Piteco guarantees top performances and excellent levels of service to around 650 Italian and international groups spread throughout all industrial sectors. The large client portfolio and the particular business model based on recurring fees allow it to have an extraordinary visibility on expected turnover. The Company's name derives from the treasury information system PI.TE.CO. (Planificazione TEsoreria COMputerizzata – Computerized Treasury Planning), one of the first products created in Italy in the early 1980s

ISIN ordinary shares: IT0004997984 - ISIN POC "Piteco 4,50% 2015-2020": IT0005119083

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All attached documents are being prepared in accordance with International Accounting Standards (IAS/IFRS). The data are currently being certified by the Auditing firm.

Profit and Loss IAS/IFRS	31.12.2016	% on turnover	31.12.2015	% on turnover	2016/2015	% 2016/2015
<i>[Data In Eur]</i>						
Net Sales Revenues	13.477.357	95,43%	12.838.053	95,92%	639.304	4,98%
Work in Progress (change)	-15.858	-0,11%	12.392	0,09%	- 28.250	-227,97%
Other Revenues	660.924	4,68%	533.815	3,99%	127.109	23,81%
TURNOVER	14.122.423	100,00%	13.384.260	100,00%	738.163	5,52%
Raw Materials	163.372	1,16%	45.822	0,34%	117.550	256,54%
Services	2.355.599	16,68%	2.163.618	16,17%	191.981	8,87%
Personnel Costs	5.982.356	42,36%	5.433.801	40,60%	548.555	10,10%
Other Costs	14.810	0,10%	22.108	0,17%	- 7.298	-33,01%
EBITDA	5.606.285	39,70%	5.718.911	42,73%	- 112.626	-1,97%
Depreciation and Amortization	296.995	2,10%	256.153	1,91%	40.842	15,94%
EBIT	5.309.290	37,59%	5.462.758	40,81%	- 153.468	-2,81%
Financial Incomes (Costs)	-364.516	-2,58%	-584.729	-4,37%	220.213	-37,66%
Extraordinary Incomes (Costs)	105.599	0,75%	-322.595	-2,41%	428.194	-132,73%
EBT	5.050.373	35,76%	4.555.434	34,04%	494.939	10,86%
Tax	547.196	3,87%	1.129.550	8,44%	- 582.354	-51,56%
NET PROFIT (Loss)	4.503.177	31,89%	3.425.884	25,60%	1.077.293	31,45%

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Balance Sheet	31.12.2016	31.12.2015
<i>[Data In Eur]</i>		
Tangible Assets	1.365.305	1.420.807
Intangible Assets	934.943	830.815
Goodwill	27.690.778	27.690.778
Other Financial assets	11.357	14.497
Tax Accounts	88.085	97.721
Total non current assets	30.090.468	30.054.619
Work in progress	137.780	153.638
Trade credits	4.148.095	4.319.496
Tax Credits	80.076	8.445
Other asset and current credits	170.404	40.600
Cash and Deposits	10.869.599	10.198.104
Prepayments and accrued incomes	125.130	125.567
Total current assets	15.531.083	14.845.850
TOTAL ASSETS	45.621.551	44.900.469
Share Capital	18.125.500	18.125.500
Reserves	7.057.067	5.443.732
Profit (loss) previous years + reserves FTA/IAS	2.336.556	2.383.770
Profit (loss) of the year	4.503.177	3.425.884
Total Equity	32.022.300	29.378.887
Convertible Bond	4.582.164	4.483.833
Other non current Debts	0	0
Bank Debts over 12 months	2.622.042	4.341.306
Severance pay and other funds	1.192.258	1.109.629
Other non current Funds	42.470	43.332
Deferred Tax	137.392	135.704
Total non current Liabilities	8.576.326	10.113.804
Bank Debts within 12 months	1.719.265	1.719.787
Accounts payable	392.421	405.231
Tax Debts	241.425	294.660
Other current Debts	2.454.982	2.735.089
Accrued liabilities	214.833	253.011
Total current Liabilities	5.022.925	5.407.778
TOTAL LIABILITIES	45.621.551	44.900.469

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Net Financial Position	31.12.2016	31.12.2015	2016/2015	% 2016/2015
<i>[Data In Eur]</i>				
Deposits	10.869.137	10.197.658	671.479	6,6%
Cash and equivalents	462	446	16	3,5%
CASH	10.869.599	10.198.104	671.495	6,6%
Bank Debts within 12 months	-1.719.265	-1.719.787	522	0,0%
Debts to other lenders within 12 months	0	0	0	
Current Financial Position	-1.719.265	-1.719.787	522	0,0%
Current NET Financial Position	9.150.334	8.478.317	672.017	7,9%
Long Term Financial Credits	9.557	9.557	0	0,0%
Bank Debts over 12 months	-2.622.042	-4.341.306	1.719.264	-39,6%
Debts to other lenders over 12 months	-4.582.164	-4.483.833	-98.331	2,2%
Non Current Financial Position	-7.194.649	-8.815.582	1.620.933	-18,4%
Net Financial Position	1.955.685	-337.265	2.292.950	-679,9%

Cash Flow Statement	31.12.2016	31.12.2015
<i>[Data In Eur]</i>		
EBIT	5.309.290	5.462.758
Taxes paid	-660.737	-1.145.651
NOPAT	4.648.553	4.317.107
Depreciation and amortization	297.961	256.153
Total changes N.W.C.	-270.063	-420.171
Total changes in funds	81.766	80.138
Operating Cash Flow	4.758.218	4.233.227
	% on Sales	35,3%
	% on Ebitda	84,9%
Capex	-346.587	-1.301.603
Free Cash Flow to Firm	4.411.631	2.931.624
	% on Sales	32,7%
	% on Ebitda	78,7%
Extraordinary Incomes (Costs)	105.599	-322.595
Interest paid	-364.516	-584.729
Free Cash Flow Before Debt Repairment	4.152.715	2.024.300
Loan Repairment	-1.621.454	-1.348.719
Equity changes	-1.859.765	7.671.096
Free Cash Flow to Equity	671.495	8.346.677
Cash beginning of the year	10.198.104	1.851.427
Cash at the end of the year	10.869.599	10.198.104