INVESTOR PRESENTATION

SOFTWARE HOUSE
LEADER IN THE ITALIAN TREASURY MANAGEMENT MARKET



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section 1

Executive Summary



Executive Summary

PITECO GROUP is an important player in the financial software industry. It is developing a challenging internationalization and diversification project, driven by 2 business lines:

1. <u>PITECO Spa</u>, the leading Italian **Software House** for **proprietary solutions** to **Corporate Cash Management and Financial Planning** serving 650 large industrial groups active in a highly diversified number of business sectors (Banks and P.A. excluded)

PITECO has over **30 years** of market history and covers all different links on the software value chain: R&D, project, development, implementation, sales and assistance.

PITECO provides 100% proprietary software: integrable with ERP software (such as Oracle, SAP, Microsoft etc), customizable according to customer needs and present in over 40 Countries

2. <u>JUNIPER PAYMENTS LLC</u>, **Software House**, leader in USA with proprietary solutions for digital payment services and clearing house to approximately 3,500 American Banks, managing the settlement of Interbank financial flows (bank transfers and checks collection) for over 3 billions USD per day. It can be considered one of the largest US interbank networks

JUNIPER has been established in April 2017 to acquire the business assets from LeandingTools.com Inc., a US company active in this business since 2000

PITECO GROUP FINANCIAL STATEMENTS H1 2017:

- **Revenues:** € 7,6 million, +13,2% (H1 2016: € 6,7 million). Recurring Fee up to 60% of total Revenues, + 28% vs H1 2016
- **EBITDA:** € 2,5 million, +2,4% (H1 2016: € 2,5 million); EBITDA margin 33%
- **EBITDA** adjusted: € 2,8 million, +14% (H1 2016: € 2,5 million); EBITDA margin 36%, due to Juniper first month revenues that are lower for more than 300.000 \$ due to IFRS accounting principles
- **Pre-tax Profit:** € 1,2 million, (H1 2016: € 2,2 million), due to forex differences from consolidation eur/\$ and extraordinary acquisition costs of US asset company
- **Net Profit:** € 1,0 million, (H1 2016: € 1,8 million)
- Operating cash flow: € 3,8 million (51% Net Sales Revenues)
- **Net Financial Position:** 6,6 million (H1 2016: positive € 2,0 million)

On July 31st, 2015, Piteco Spa has been **listed** on **AIM Italia Market** with a **Global Offering** amounting to \leq 16.5 million (of which \leq 5 million in Convertible Bonds). The company is willing to move to the main market (MTA) in a short time.

section 2

Company Presentation



Presentation of PITECO

PITECO, which stands for "Pianificazione Tesoreria Computerizzata", has been active for over 30 years on the Italian market. It is the leading company in Italy for design, development and implementation of solutions for treasury management in terms of size, number of resources, range of services offered and managed customers

PITECO holds three operating locations (Milan, Padua and Rome) and more than 650 software installations. Milan, the headquarter, coordinates the activities and hosts the customer care service

The company offers four product families. The first, PITECO EVO, presents an integrated solution for the management of corporate finance and consists of 17 different modules. The second, CBC, meets the requirements of efficient management of the workflows of companies towards national and international banks. The third, MATCH.IT, dedicated to analysis and matching of complex data flows

The last, AT.PRO, designed for middle and back office management of securities portfolio

Software sales (15% of annual revenues) allows PITECO to generate significant recurring revenues from maintenance fees (50% of revenues, steadily increasing year by year) and services with high added value (35% of annual revenues). These features and the large customer base, spread over several industries and characterised by very high retention and the constant growth of the company (it acquires approx. 30 new clients per year on average, mainly medium to large companies), enable the company to record a remarkable **EBITDA**

The potential market includes all industrial companies (no banks and no public administration) that consider treasury management important to oversee and enhance the treasury function in case they increase their revenues and need to track their cash flows



Presentation of JUNIPER

JUNIPER (former LendingTools business activity) serves a specialized niche market called "correspondent banking". The company is leader in this sector with more than 3,500 banks and credit unions utilizing it's online platform software manages transactions for over 3 billion dollars per day. No other third-party service provider connects more financial institutions with the exception of the Federal Reserve.

SaaS Model. All products and support are provided as service utilizing Internet as delivery system. Products and sub-products can be enabled as modules to any customer based on what it has been purchased.

JUNIPER headquarter is based in Wichita - Kansas (USA), Operating locations are based in Kansas and Nebraska.

The company has 20 employees, with a high fidelity rate.

JUNIPER is:

- regulated as Transaction Service Provider under FFIEC;
- SSAE 16 Type II audited.

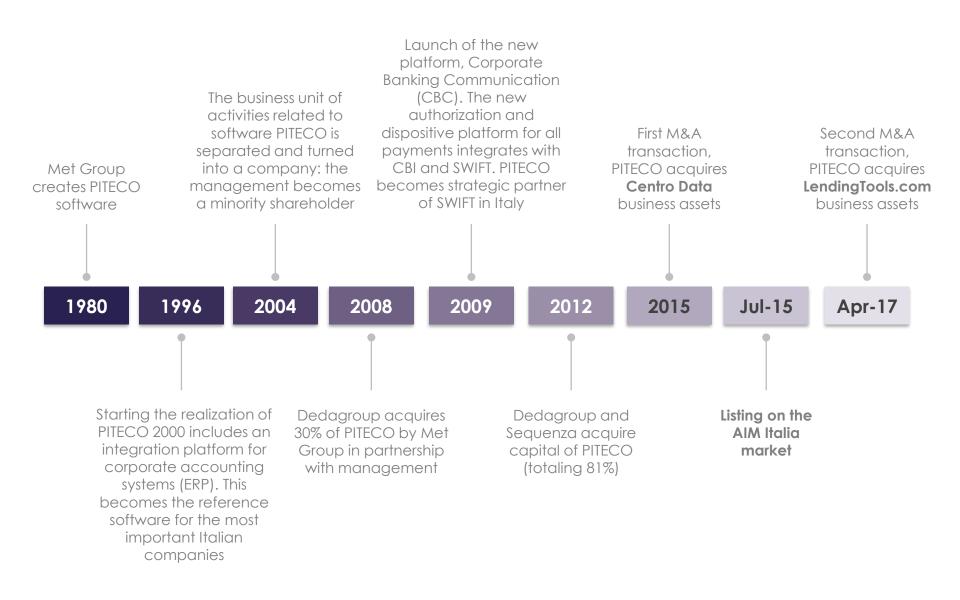
JUNIPER has:

- Private Data Centers with fully mirrored Disaster Recovery site;
- 99.999% uptime since inception of company.

JUNIPER **business model** is based on **recurring revenues**. 90% of annual revenues are based on contracts in a SaaS environment. Juniper provides the 'right to use' by end-users via principal customer contracts. The remaining 10% is due to customization fees and technical advisory and support. An average contract lasts generally for at least 5 years or more and is characterised by **very high retention rate**.



PITECO storyline



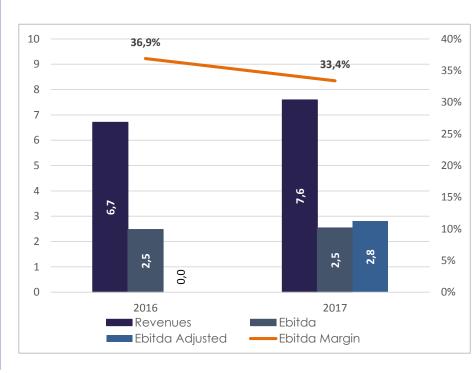
PITECO Group at a glance

Financial Data 2008-2016 (€/m)



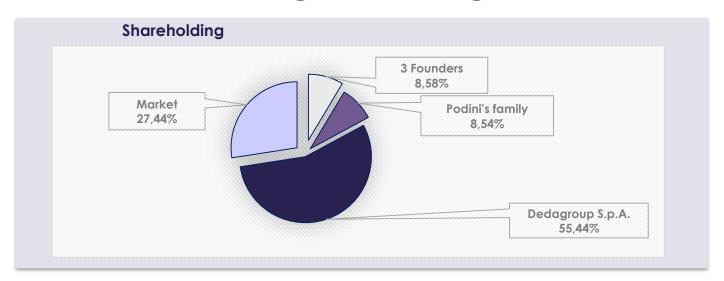
- About 650 Corporate clients for Cash Management and Financial Planning solutions in 40 different countries
- About **3500 financial institutions** clients for Banking solutions in **USA market**

H1 Data 2016 - 2017 (€/m)



- Approximately 60% of revenues derives from recurring fees and it's continuously growing
- 105 employees in Italy (Milan, Rome, Padua) and USA (Kansas)

Shareholding & Management



BOARD OF DIRECTORS



MARCO PODINI
Partner of PITECO

CHAIRMAN



RICCARDO VENEZIANI
Founding Partner of PITECO

CHIEF FINANCIAL OFFICER



PAOLO VIRENTI
Founding Partner of PITECO

CHIEF EXECUTIVE OFFICER



ANDREA GUILLERMAZ
Founding Partner of PITECO

SALES DIRECTOR

Other BoD Members:

Gianni Camisa (Director); Maria Luisa Podini (Director); Anna Maria di Ruscio (Independent Member)

Growth Drivers

PITECO has identified a number of Growth Drivers during the IPO process:

(1)	NEW LARGE CLIENTS
(2)	NEW MODULES
(3)	ACQUISITIONS (M&A)
(4)	MID-MARKET
(5)	NEW MARKETS

- (1) New Large Clients: company results confirm the committed growth.
- (2) New Modules: PITECO will continue investing in R&D to offer other modules on top of the existing.
- (3) Acquisitions on the national market: PITECO has acquired the Business Assets from Centro Data.
- (4) Mid-Market: PITECO has developed a Cloud solution and a dedicated indirect sales force to broaden its offer into the Midmarket (companies with a turnover of € 50-100m).
- (5) New Market (USA): PITECO has acquired the Business Assets from LendingTools.com (USA Company).

M&A activity Business Assets from LendingTools.com

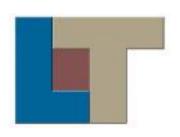
The company acquired the **Business Assets from LendigTools.com Inc.** with effect from **7 April 2017**. LendingTools.com Inc. is <u>leader in USA for digital payment services and clearing house</u> to approximately 3,500 American banks and manages the settlement of interbank financial flows (bank transfers and checks collection) for over 3 billion USD per day. It can be considered one of the largest US interbank networks.

This acquisition, interesting on stand alone bases considering its revenues, growth perspectives and profit margins, has even more value considering the future integration synergies with Piteco product portfolio and the related combined offer.

On top of this strategy, Piteco will be able to speed up the development of the US Corporates market with its Treasury solutions in a more effective way.

Equivalent	\$ 13 ml		
- equity	\$ 3 ml		
- debt (10 Y: 2.5%)	\$ 10 ml		

Data 2016	
Turnover	\$ 5.0 ml
EBT (Earnings Before Tax)	\$ 1.75 ml
Employee	19



The Correspondent Technology Expert.

M&A activity Business Assets from Centro Data

The company acquired the **Business Assets from Centro Data S.r.l.** with effect from **1 July 2015**. Centro Data S.r.l. is providing <u>solutions for financial transactions reconciliation and complex data matching</u>. (MATCHIT software).

This acquisition has allowed the company to add **new software modules** to its offer, in areas corresponding the current core business and about **50 new clients** mainly in areas not completely covered by the company, as insurance and consumer credit.

Equivalent	€ 1.085.000
- cash	55,3%
- debt	23,9%
- anticipated revenue	20,8%

Turnover 2016	€ 1.350.000
Number of Clients	50





section 3

PITECO software and clients



Client lifecycle

The typical client lifecycle consists mainly of 3 phases:



<u>Acquisition</u>: first project phase concludes the process with the sale of PITECO software and customization to client's needs. The average value of a typical contract is **€65.000** (€35.000 for software and € 30.000 for advisory)



<u>Maintenance</u>: recurrent annual maintenance fee, on average €11.000 (showing steady growth and inflation linked) and invoiced in advance



<u>Upgrading</u>: additional cross-selling of the current **20 software modules** which are part of total PITECO offer. The upgrading leads to a constant increase in the average annual maintenance fee

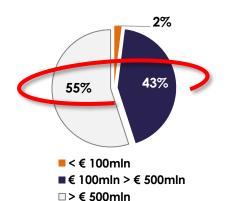
Sales Breakdown

(% on 2016 sales)



- Maintenance recurring fees
- □ Sales of services
- Software sales

Client type Breakdown



98% of the clients records more than € 100 million sales

PITECO Evo: integrated with 17 modules

PITECO Evo is a platform dedicated to an integration of corporate finances to the most widespread ERPs. The 17 module offer is illustrated below:

	BASE-CASH MANAGEMENT	Cash Management, Credit management and sensitivity analysis.
	HOME BANKING	Automatic reconciliation of banking transactions.
CASH	MANAGEMENT SALES STORES	Management of banking transactions per sales store, both in an accounting and forecasting.
MANAGEMENT	CUSTOMER CASH ALLOCATION	Collection of customer invoices in the accounting system.
	ELECTRONIC CASH RECEIPTS	Active management of electronic cash receipts.
	TRADE PAYABLES	Accounting and financial process management for payments to suppliers.
SOURCES AND	FINANCING & DEPOSITS	Analysis of accounts receivables, deposits towards clients or intercompany and sensitivity.
APPLICATION	MORTGAGE & LEASING	Mortgages and lending management with amortisation schedule and control of payments.
OF FUNDS	FACTORING	Credit management.
	LINE OF CREDIT	Credit management for personal details, type of use and cost, and calculation of commission.
FINIANICIAI	SURETIES	Management of various types of commitment and guarantee (bond, derivatives, contracts)
FINANCIAL CONTROL AND	LETTERS OF CREDIT	Import-export documentary credit management.
RISK MANAGEMENT	FINANCIAL RISK MANAGEMENT	Management of currency and exchange rate risk of hedging operations.
	FINANCE INTELLIGENCE	Data extraction tool for fueling of external data warehouses.
	GLOBAL FINANCIAL REPORTING	Advanced tool for management of the financial reporting.
ECONOMIC &	CASH POOLING & IN HOUSE BANKING	Management of the different centralisation structures, including mixed assessment scenarios.
FINANCIAL PLANNING	ECONOMIC-FINANCIAL FORECASTING	Integrated capabilities for the forecasting of short- and medium-/long- term management

Corporate Banking Communication CBC

Corporate Banking Communication (CBC) is PITECO's proposal to companies for efficient workflow management towards national and international banks.

The use of CBC allows:

Complete automation of authorisation workflows

- Compliance with procedures and business organisation
- Streamlining of the traditional authorisation procedures
- Improving the time required for the collection of authorisations in complex structures
- Using modern communications and authorisation systems

Safe management of workflows

- Centralisation in a single system for authorisation procedures of banking arrangements (payments, electronic bill payment and presentment etc...)
- Storage in a single database of all workflows transmitted (L.262)
- Secure workflow submission to the banking system
- Use of digital signature on workflows

Independence from remote banking

- Connectors with Remote Banking for the workflows automation that need to be sent
- Connectors with the Swift network using SWIFT Service Bureau LITE to send or receive workflows.







MATCH.IT

MATCH.IT is PITECO's proposal for efficient management of analysis and matching of complex data flows based on flexible matching criteria in automation.

Features and key benefits:

Technical and functional environment

- Semantic analysis of unstructured sequence of data.
- Guided acquisition, transformation and data upload for dynamic data flow treatment.
- Validation rules freely settable
- Learning curve allowing the system to improve data matching results.
- User friendly setup.

Flexibility

- Multiple payment disposals vs invoices/credit notes for GDO suppliers;
- Broker account statements vs issued insurance policies;
- Long/short term loans collection vs financing practices for Consumer Credit;
- Corporate billing vs collective collection for Multiutility;
- Front and back end data reconciliation for e-Commerce

Better performance

- Reduction of operational costs.
- Qualitative improvement of controls.
- Flexibility and optimization of resources.
- Improvement of traceability.

AT.PRO

Middle and back-office management

 Platform dedicated to middle and back office management related to securities portfolio. The securities are managed by financial characteristics and accounting targets.

Portfolio organization

• The securities are grouped in order to financial and management requirements.

Accounting

Accounting of securities transactions and related flows

Enhancement by standard methodologies

 Portfolios and single assets are set according to both management and tax rules (civil, tax, market-to-market, fair value, IAS/IFRS).

Profitability analysis and performances

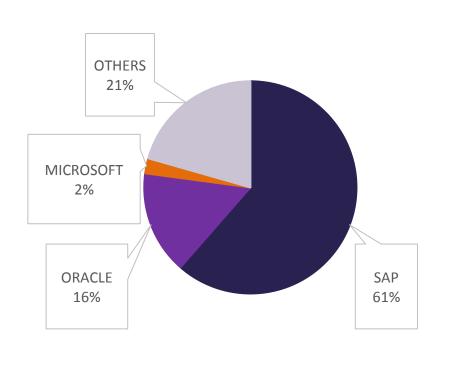
 Ability to perform profitability analysis and simulations oriented to decisional management.

Standard and nonstandard reporting

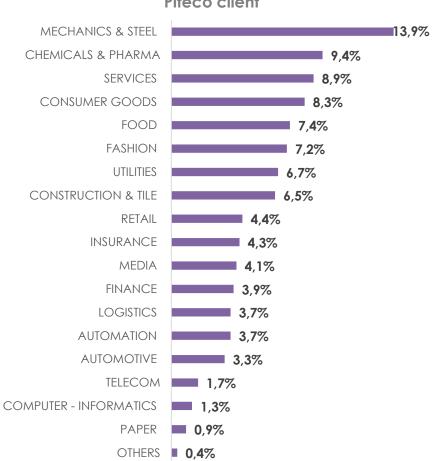
Reporting on user friendly Excel files. Possibility to add new reporting templates.

PITECO clients





Business sector breakdown of **Piteco client**



- PITECO currently counts more than 650 clients well-distributed across all industries
- 100% of PITECO's clients already employ a management software (ERP)
- The three main management software tools (SAP, Oracle and Microsoft) count for approximately 80%

Example of Clients

































section 4

Market info and trends



Market sub-segments: management application software

SOFTWARE MARKET: **€ 6.2 billion** (2016 – Assinform)

SYSTEM SOFTWARE

Software which guarantees basic functions (operative systems, e.g. MAC OS or Windows)

INFRASTRUCTURE SOFTWARE

Set of programs that act as intermediaries between different applications and software components

APPLICATION SOFTWARE

Programs used for office automation (e.g. Word, Excel), particular professional needs and assets (e.g. the treasury, warehouse management), creation of software, and optimisation of computer processes.

MANAGEMENT APPLICATION SOFTWARE

ACCOUNTING SOFTWARE

STORAGE SOFTWARE PRODUCTION SOFTWARE

BUDGETING SOFTWARE MANAGEMENT &
FINANCIAL ANALYSIS
SOFTWARE

Piteco

Future growth of the Treasury Management Systems industry

At this point we may say that TMS industry has only just begun to grow...

... As revealed by the latest survey published by Bloomberg in April 2016, only 51% of the surveyed companies already uses a Software to manage their Treasury (TMS).

North American one (only 40% uses TMS).

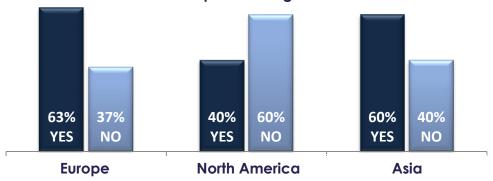
Geographically analyzing this data we can notice a substantial maturity of the European market (63% uses TMS) in comparison to the

Analyzing the TMS spreading by the corporates revenue size, we still observe a very low penetration in companies with turnover <\$1 million: only 18% in companies with less revenue then \$ 250 mil and only 44% in those up to \$999 mil.

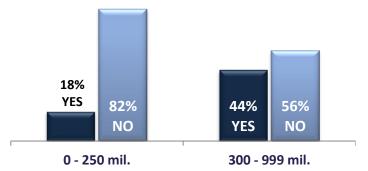




Companies using TMS



TMS use per corporate revenue size

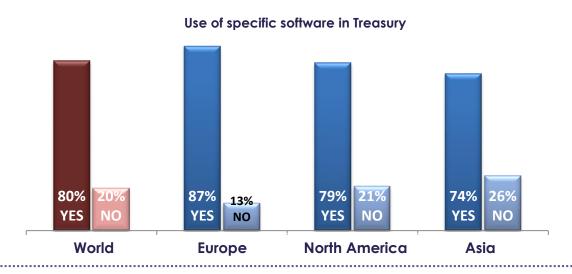


Current trends in the TMS industry

Corporates question when selecting a TMS

1. Specific Software or an ERP module?

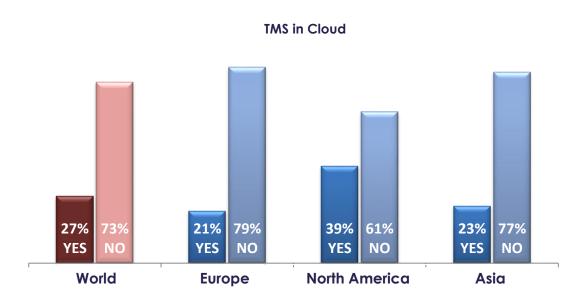
To date, companies believe it's strategic to use a specific software dedicated to Treasury (80%). Less popular is the approach of using or even adapting a module incorporated in companies' ERP (only 20% of companies).



2. Cloud or not?

The trend to use a Treasury software via **Cloud platform** is growing over time, although up to date only 27% of the surveyed companies are actually using it.

However, there is a higher penetration in the **US market**, where already 39% of the implementations is in cloud mode.



section 5

Listing on the AIM Italia Market



Listing on the AIM Italia

Trading of the ordinary PITECO shares and of the Convertible Bond "Piteco Convertible 4.50% 2015-2020" on the AIM Italia formally started on 31 July 2015. Following are the basic data of the two issued instruments:

ISSUED INSTRUMENTS

Stock	
ISIN code	IT0004997984
IPO value	€ 3,30
Value at 22 Sep 2017	€ 5,255
Capital Raised on IPO	€ 11,5 mln

Capital Raisea off IFO	£ 11,5 mm
Market Cap at 22 Sep 2017	€ 95,3 mln

Convertible Bond		
ISIN code	IT0005119083	
Issued	€ 5 mln	
Cupon	4,5%	
Maturity	2015-2020	
Strike price	€ 4,20	

Performance of the stock since the IPO day (31 July 2015) to 22 September 2017



Compared to FTSE AIM Italia



section 6

Financial Results IAS-IFRS



Income Statement H1 2017/H1 2016

PROFIT AND LOSS	H1 2017	% on turnover	H1 2016	% on turnover	2017/2016	% 17/16
	:	:				.,,.,
Net Sales Revenues	7.391.057	97,4%	6.547.029	97,6%	844.028	12,9%
Other Revenues	: 191.552	2,5%	163.643	2,4%	27.909	17,1%
Work in Progress (change)	8.199	0,1%	-5.885	-0,1%	14.085	-239,3%
TURNOVER	7.590.808	100,0%	6.704.786	100,0%	886.021	13,2%
		:				
Raw Materials	91.511	1,2%	61.012	0,9%		50,0%
Services	1.355.721	17,9% :	1.177.165	17,6%		15,2% :
Personnel Costs	3.584.565	47,2%	2.976.484	44,4%	608.081	20,4%
Other Costs	24.344	0,3%	15.655	0,2%	8.689	55,5%
EBITDA	2.534.667	33,4%:	2.474.471	36,9%	60.196	2,4%
Depreciation and Amortization	615.104	8,1%	137.598	2,1%	477.506	347,0%
EBIT	1.919.563	25,3%	2.336.872	34,9%	-417.310	-17,9%
Figure (Code)	0.40.000	2.007	104750	0.00	50.171	21.50
Financial Incomes (Costs)	-242.920	-3,2%	-184.759	-2,8%	•	31,5%
Forex Gains (Losses)	-640.172	-8,4%	0	0,0%		NC :
Non recurring Incomes (Costs)	116.802	1,5%	95.501	1,4%	21.301	22,3%
EBT	1.153.272	15,2%	2.247.615	33,5%	-1.094.343	-48,7%
Tax	147.493	1,9%	463.864	6,9%	-316.371	-68,2%
NET PROFIT (Loss)	1.005.779	13,2%	1.783.750	26,6%	-777.972	-43,6%

TURNOVER (**Total Revenues**) highlighted an increase of 13,2%, mostly generated by recurring payments.

EBITDA amounted to € 2,5 million (33,4% of revenues) +2,4% compared to H1-2016.

EBITDA adjusted equals € 2,8 million (36% of revenues), +14% compared to H1-2016. The adjustement is due to Juniper first month revenues that are lower than 300.000\$ according to IFRS accounting principles.

EBT amounted to €1,2 million, (H1 2016: € 2,2 million), due to forex differences from consolidation eur/\$ and extraordinary acquisition costs of US asset company.

Net Profit amounted to € 1,0 million, (H1 2016: € 1,8 million).

Balance Sheet H1 2017/FY2016

BALANCE SHEET	H1 2017	FY2016
Tangible Assets	1.558.642	1.365.305
: Intangible Assets	9.393.643	934.943
Goodwill	27.773.759	27.690.778
Other Financial assets	10.157	11.357
Tax Accounts	221.178	88.085
Total non current assets	38.957.378	30.090.468
Work in progress	145.979	137.780
Trade and other receivable	4.825.850	4.148.095
Tax receivables	79.871	80.076
Other receivables	160.024	170.404
: Cash and Deposits	7.892.311	10.869.599
Accrued revenues & prepaid expenses	430.718	125.130
Total current assets	13.534.755	15.531.083
TOTAL ASSETS	52.492.132	45.621.551
Share Capital	18.125.500	18.125.500
Reserves	8.667.452	7.057.067
Profit (loss) previous years + reserves FTA/IAS	2.372.842	2.336.556
Profit (loss) of the year	1.005.779	4.503.177
Total Equity	30.171.572	32.022.300
Convertible Bond	4.632.650	4.582.164
Bank Debts over 12 months	7.018.545	2.622.042
Severance pay and other funds	1.132.426	1.192.258
Other non current Funds	44.819	42.470
Deferred Tax	138.958	137.392
Total non current Liabilities	12.967.399	8.576.326
Bank Debts within 12 months	2.835.108	1.719.265
Accounts payable	640.633	392.421
Tax Debts	416.331	241.425
Other current Debts	2.355.371	2.454.982
: Accrued liabilities and deferred incomes	3.105.718	214.833
Total current Liabilities	9.353.161	5.022.925
TOTAL LIABILITIES	52.492.132	45.621.551

Net Financial Position H1 2017/FY2016

NET FINANCIAL POSITION	H1 2017	FY 2016	2017/2016	% 17/16
Deposits	7.891.487	10.869.137	-2.977.650	-27,4%
Cash and equivalents	824	462	362	78,5%
CASH	7.892.311	10.869.599	-2.977.287	-27,4%
Bank Debts within 12 months	-2.835.108	-1.719.265	-1.115.844	64,9%
Debts to other lenders within 12 months	0	0	0	0,0%
Current Financial Position	-2.835.108	-1.719.265	-1.115.844	64,9%
Current NET Financial Position	5.057.203	9.150.334	-4.093.131	-44,7%
: Long Term Financial Credits	10.157	9.557	600	6,3%
:		0 (00 0 (0	4 20 / EO 4	1
Bank Debts over 12 months	-7.018.545	-2.622.042	-4.396.504	167,7%
Bank Debts over 12 months Debts to other lenders over 12 months	-7.018.545 -4.632.650	-2.622.042 -4.582.164	-4.396.304 -50.486	1,1%
:		_,,,,,		:

Cash Flow Statement H1 2017/FY2016

CASH FLOW STATEMENT	H1 2017	FY2016
EBIT	1.396.193	5.414.889
Taxes paid	-103.911	-660.737
NOPAT	1.292.282	4.754.152
Depreciation and amortization	474.659	297.961
Total changes N.W.C.	2.059.523	-270.063
Total changes in funds	-57.482	81.766
Operating Cash Flow	3.768.982	4.863.817
Capex	-9.209.676	-346.587
Free Cash Flow to Firm	-5.440.694	4.517.230
Interest paid	-242.920	-364.516
Free Cash Flow Before Debt Repairment	-5.683.614	4.152.715
Loan Repairment	5.562.834	-1.621.454
Equity changes	-2.856.507	-1.859.765
Free Cash Flow to Equity	-2.977.287	671.495
Cash beginning of the year	10.869.599	10.198.104
Cash at the end of the year	7.892.311	10.869.599

PITECO Team

Nomad & Financial Advisor	godvance sim
Specialist & Corporate Broker	CORPORATE FAMILY OFFICE
Auditor	BAKER TILLY
Legal Advisor	VALLI MANCUSO & ASSOCIATI Studio legale
Tax Advisor	Studio Spalla e Associati
Investor Relator	TOP Investor Relations



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