

**RECORD RESULTS FOR THE PITECO GROUP IN 2019:
REVENUES + 19%
EBITDA + 24%, EBITDA Margin 43%**

- **Revenues: € 24.0 million, + 19% (FY2018: € 20.2 million)**
- **EBITDA: € 10.2 million, + 24% (FY2018: € 8.3 million); EBITDA margin 43% (FY2018 = 41%)**
- **EBIT: € 8.0 million, + 24% (FY2018: € 6.4 million);**
- **Net profit: € 3.0 million (FY2018 = € 5.3 million), 13% of Revenues**
- **Adjusted Net Profit: € 5.7 million (+ 12% vs FY2018 = € 5.1 million), 24% of Revenues**
- **Operating Cash Flow: € 7.3 million, (32% of Net Revenues and 71% of EBITDA)**
- **Net Financial Position: € 14.6 million (FY2018: € 15.3 million)**
- **Net Financial Position including Put Option: € 27.5 million (FY2018: € 26.8 million)**
- **Proposed dividend of € 0.15 p.a. (65% pay out ratio); yield 3.125%**

Milan, March 24, 2020

The Board of Directors of Piteco (PITE:IM), a company listed on the MTA, leading player in the financial software sector, approved today the Consolidated Financial Statements and the Draft Separate Financial Statements as at 31 December 2019, drawn up in accordance with the IAS/IFRSs.

Marco Podini, Chairman of Piteco:

"The results of FY2019 show an important growth in Revenues and profitability for our Group. The parent company Piteco SpA has further accelerated its structural growth, with an increase in Revenues of 7% and 9% in Ebitda, reaching 40% of Ebitda margin. During the year, 40 new customers were contracted out of the 37 acquired in FY2018. The commercial proposal has further expanded thanks to agreements with important international Fintechs that allow us to further strengthen our company's leadership position in the Corporate Digital Payments.

The US subsidiary Juniper Payments LLC continues to contribute with excellent results in Revenues (€ 4.6 million) and Ebitda (€ 1.6 million, equal to 36% of Revenues), consolidating its position in the market and preparing for the new challenges of the American B2B payments market.

Exceptional performances were recorded by the subsidiary Myrios Srl, active in the Financial Risk Management software sector, that in FY2019 showed Revenues of € 3.9 million and an Ebitda of € 2.5 million (64% of Revenues), YoY Revenues growth of 28% and Ebitda of 39%.

We are pleased to confirm this year the dividend distribution proposal for a total 2.7 million €, with a 3.125% yield and a payout ratio of 65%, well above the 40% reported during the IPO, supported by the excellent cash generation that characterizes our Group."

Main consolidated results as at 31 December 2019

The consolidated financial statements have been drawn up based on the separate financial statements for the year ended as at 31 December 2019 of the consolidated companies Piteco SpA, Piteco North America Corp, Juniper Payments LLC, Myrios Srl and Myrios Switzerland SA, and are the official consolidated financial statements of the Piteco Group.

Total revenues amount to € 24.0 million, + 19% compared to € 20.2 million in FY2018. The growth is mainly due to the increase in recurring fees relating to the use of software, a common feature of the business of all companies of the Group, which reached 60% of total Revenues in FY2019.

EBITDA amounts to € 10.2 million, equal to an EBITDA margin of 43%, up 24% compared to FY2018 (€ 8.3 million).

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For a complete understanding of the results as at 31 December 2019, the **adjusted data** are also shown below (sterilized of the effect of the adjustment of the fair value of the Put Options, of the earn-out for the acquisition of Myrios Srl and the related tax effect) for approximately **€ 2.7 million in higher accounting financial charges**; this value adjustment is mainly due to the excellent performance of the companies.

Adjusted Earnings before tax was € 6.4 million, up 15% from € 5.6 million in FY2018 and 26% of total Revenues. **Earnings before tax** from the financial statements is € 3.7 million (€ 5.7 million in FY2018).

Adjusted Net Profit was € 5.7 million, an increase of + 12% compared to € 5.1 million in FY2018 and reached 24% of total Revenues. **Net Profit from the financial statements** is € 3.0 million (€ 5.3 million in FY2018) and stands at 13% of the total Revenues.

Net Financial Position amounted to € 14.6 million, compared to € 15.3 million at 31 December 2018. It is worth noting that in 2019 € 2.9 million was paid as the second advance payment for the purchase of the majority shareholding in Myrios Srl and dividends were distributed for € 2.7 million. Considering the PUT Options relating to the purchase of the minority interests of Juniper Payments and Myrios (€ 1.7 million and € 11.1 million respectively), Net Financial Position amounts to € 27.5 million, of which at least € 5.6 million (50% of the value of the Myrios Put Option) will be regulated through an exchange with Piteco shares.

Operating Cash Flow amounts to € 7.3 million and has an excellent Cash Conversion equal to 32% of net revenues and 71% of EBITDA.

Main results of the Parent Company Piteco SpA as at 31 December 2019

Total revenues amount to € 15.9 million, with a 7% growth compared to FY2018. It should be noted the continuous growth in recurring fees, which represent 54% of total revenues.

EBITDA amounts to € 6.3 million, with a growth of 9% compared to FY2018 and with an EBITDA margin of 40%. Operating costs grew 6% compared to FY2018.

Adjusted Net profit was € 5.6 million, with an increase of 20% compared to € 4.7 million in FY2018 and reached 35% of total Revenues; the adjustment relates to the sterilization of the effect of the adjustment of the earn-out for the acquisition of Myrios S.r.l. € 1.4 million charged to accounting financial charges. **Net Profit from the financial statements** is € 4.2 million (€ 4.6 million in FY2018) and stands at 27% of the total Revenues.

Dividend

The Board of Directors of PITECO SPA has resolved to propose to the Ordinary Shareholders' Meeting the following allocation of Net profit for the year, equal to € 4.25 million:

- € 0.21 million to legal reserve;
- € 4.04 million to extraordinary reserve;
- distribution of a gross dividend of € 0.15 for each of the ordinary shares in circulation, drawing on the extraordinary reserve for an amount of € 2.76 million;
- reducing unavailable reserve pursuant to art. 2426 of the Italian Civil Code, paragraph 8 from € 0.38 million to € 0.14 million, allocating € 0.24 million to extraordinary reserve.

The detachment coupon n. 5 will be on May 25, 2020 (record date on May 26, 2020) and the dividend will be paid from May 27, 2020. The dividend yield comes to 3.125%, while the payout ratio amounts to 65%.

Significant events after the end of the year

On March 19, 2020, PITECO SPA signed the **preliminary contract for the acquisition of the Business Unit Everymake**, which includes cloud software products for data matching, with specific software solutions for the utilities sector, financial companies, consumer credit, leasing and factoring companies etc. The closing is scheduled for March 31, 2020.

Predictable management evolution

The first months of 2020 confirm the growth trend of the Group.

PITECO SPA continued to sign numerous contracts with new customers in Italy and the newly formed Myrios Switzerland contracted its first international customer, the multinational coffee company Cofiroaster based in Geneva.

Myrios Srl works hard for the start-up of the new customers acquired, including Telecom Italia Spa and Medio Credito Centrale.

Juniper Payments on the US front is committed to creating highly innovative solutions for communication between banking institutions.

The national and international scenario is now characterized by the spread of Covid-19 and the adoption of restrictive measures for its containment. These extraordinary circumstances created a context of general uncertainty, the evolution of which and the relative effects, direct and indirect, on the economy are currently not foreseeable.

However, the medium/long term fundamentals confirm the expansion of our reference market, moreover the services and software tools that characterize our offer are all implementable and usable remotely and safely for all our customers and become even more important in situations of economic / financial difficulty in order to guide the company to better understand the financial phenomena.

Other resolutions of the Board of Directors

The Board of Directors has approved the *Report on Corporate Governance and Ownership structure* for the year 2019 as required by art.123-bis of TUF. The Report on Corporate Governance and Ownership Structure will be made available to the public at the registered office and on the website www.pitecolab.it within the terms established by current legislation.

Call of the Ordinary Shareholders' Meeting

The Board resolved to call the ordinary shareholders' meeting on 29 April 2020 at 11.00 a.m., on single call, to discuss and resolve on the following agenda:

- Approval of the Separate financial statements as at December 31, 2019; Reports of the Directors' Board, the Board of Statutory Auditors and the Independent Auditors; allocation of profit for the year; presentation of consolidated financial statements at December 31, 2019; pertaining and consequent resolutions.
- Report on remuneration required by art.123-ter of Legislative Decree 58/1998. Consequent deliberations.
 - o binding resolution on the first section on the remuneration policy; determination of the overall amount of the remuneration of the members of the Board of Directors;
 - o non-binding resolution on the second section on the remuneration paid for the 2019 financial year.

The notice of convocation of the Shareholders' Meeting and the documentation relating to the items on the agenda will be made available to the public at the registered office, on the website

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www.pitecolab.it and on the Info (www.info.it) authorized storage mechanism within the terms set out by current regulations.

The manager in charge of preparing the corporate accounting documents, Riccardo Veneziani, declares pursuant to art. 154-bis, paragraph 2, of Legislative Decree no. 58/98, that the accounting information contained in this press release corresponds to the document figures, books and accounting records.

The press release can be viewed on the www.pitecolab.it and www.info.it websites.

PILECO Group (PILE: IM) is an important player in the international financial software sector. With offices in Italy, Switzerland and USA and 120 employees, in the period 2015-2019 it has achieved an important organic growth supported by an intense M&A activity with the acquisition of Centro Data (2015), LendingTools.com Inc. (2017) and Myrios Srl (2018). The business model is characterized by the high levels of visibility of revenues, profitability and cash generation. The Group has a large portfolio of highly loyal customers belonging to different sectors and operates through 3 business areas:

- **TREASURY MANAGEMENT:** Piteco S.p.A. is the absolute leading software house in Italy in the solutions for the management of corporate treasury and financial planning used by over 650 national and international groups active in all industrial sectors. On the market for over 30 years, it has covered the entire software value chain: R&D, design, implementation, sale and assistance. The software is entirely owned, integrated with the main company information systems (Oracle, SAP, Microsoft etc.), can be customized according to customer needs and working in over 50 countries.
- **BANKING:** the subsidiary Juniper Payments LLC is leader in the USA with proprietary solutions in the digital payments and clearing house sector. Managing the accounting regulation of interbank financial flows (bank transfers and check cashing) of approximately 3,500 American banks and \$ 3 billion a day. It represents one of the largest US interbank networks.
- **FINANCIAL RISK MANAGEMENT:** the subsidiary Myrios S.r.l. is an Italian software house that offers Risk Management, Capital Markets and Compliance services to banks and large companies.

In 2019 Myrios Switzerland S.A. was established in Geneva to distribute the group's software solutions on the Swiss financial market.

ISIN ordinary shares: IT0004997984 - ISIN Convertible Bonds "Piteco 4,50% 2015-2020": IT0005119083.

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All attached documents (relating to the results of the Piteco Group and the Parent Company Piteco Spa) have been prepared in compliance with the International Accounting Standards (IAS/IFRS). The figures are undergoing certification by the Independent Auditors.

PILECO GROUP

Profit and Loss	FY2019	%	FY2018	%	Changes	Ch %
Net Sales Revenues	22.774	94,7%	19.374	95,9%	3400	18%
Other Revenues	1.286	5,3%	940	4,6%	346	37%
Work in Progress (change)	-21	-0,1%	-100	-0,5%	79	-79%
TURNOVER	24.039	100,0%	20.214	100,0%	3825	19%
Raw Materials	146	0,6%	306	1,5%	-160	-52%
Personnel Costs	9.372	39,0%	8.122	40,2%	1250	15%
Services	4.138	17,2%	3.442	17,0%	696	20%
Other Costs	145	0,6%	78	0,4%	67	86%
OPERATIVE COSTS	13.801	57,4%	11.948	59,1%	1853	16%
EBITDA	10.238	42,6%	8.266	40,9%	1972	24%
Depreciation and Amortization	2.983	12,4%	1.867	9,3%	1116	60%
EBIT	7.255	30,2%	6.399	31,6%	856	13%
Gain (Loss) Forex	158	0,7%	392	1,9%	-234	-60%
Financial Incomes (Costs)	-612	-2,5%	-517	-2,6%	-95	18%
Fin. Incomes (Costs) Fair Value adj.	-2.694	-11,2%	177	0,9%	-2871	-1622%
Extraordinary Incomes (Costs)	-428	-1,8%	-719	-3,6%	291	-40%
EBT	3.679	15,3%	5.732	28,4%	-2053	-36%
Tax	662	2,8%	467	2,3%	195	42%
NET PROFIT (Loss)	3.017	12,6%	5.265	26,1%	-2248	-43%
Net Fin. Incomes (Costs) Fair Value adjustment	2.677		-197			
NET PROFIT ADJUSTED	5.694	23,7%	5.068	25,1%	626	12%

PITECO GROUP

Balance Sheet	FY2019	FY2018	Changes
Work in progress	107	128	-21
Trade credits	6.368	4.680	1.688
Tax Credits	11	28	-17
Other current credits	502	501	1
(A) Current Assets	6.988	5.337	1.651
Accounts payable	927	673	254
Debts from financial contracts	597	299	298
Tax Debts	1.166	172	994
Other current Debts	3.618	3.216	402
(B) Current Liabilities	6.308	4.360	1.948
(A-B) Net Working Capital	680	977	-297
Tangible Assets	4.015	2.098	1.917
Intangible Assets	56.900	58.301	-1.401
Financial Assets	20	23	-3
Tax Accounts	1.153	462	691
(C) Non Current Assets	62.088	60.884	1.204
Severance pay and other funds	1.398	1.294	104
Other non current Funds	54	50	4
Deferred Tax	2.439	2.587	-148
(D) Non Current Liabilities	3.891	3.931	-40
(NWC+C-D) Net Invested Capital	58.877	57.930	947
Share Capital	19.125	18.155	0
Reserves	7.025	5.901	0
Profit (loss) previous years + reserves FTA/IAS	2.253	1.815	0
Profit (loss) of the year	3.016	5.265	0
(E) Total Equity	31.419	31.136	0
Cash and Deposits	3.046	5.572	-2.526
Current Financial Assets	99	262	-163
Short Term Financial Credits	609	0	609
Bank Debts within 12 months	-3.635	-1.960	-1.675
Debts to other lenders within 12 months	-6.101	-4.119	-1.982
Put Options over 12 months	-12.859	-11.512	-1.347
Debts to other lenders over 12 months	-2.356	-5.352	2.996
Bank Debts over 12 months	-6.261	-9.685	3.424
(NFP) Net Financial Position	-27.458	-26.794	-664
(E-NFP) Total Sources	58.877	57.930	947

PITECO GROUP

Net Financial Position	FY2019	FY2018	Changes	%19/18
Cash and Deposits	3.046	5.572	-2.526	-45,3%
CASH	3.046	5.572	-2.526	-45,3%
Current Financial Assets	99	262	-163	-62,2%
Bank Debts within 12 months	-3.635	-1.960	-1.675	85,5%
Debts to other lenders within 12 months	-6.101	-4.119	-1.982	48,1%
Current Financial Position	-9.637	-5.817	-3.820	65,7%
Current NET Financial Position	-6.591	-245	-6.346	2590,2%
Non Current Financial Assets	609	0	609	
Bank Debts over 12 months	-6.261	-9.685	3.424	-35,4%
Debts to other lenders over 12 months	-2.356	-5.352	2.996	-56,0%
Non Current Financial Position	-8.008	-15.037	7.029	-46,7%
NET Financial Position	-14.599	-15.282	683	-4,5%
Put Options over 12 months	-12.859	-11.512	-1.347	11,7%
NET Financial Position with PUT	-27.458	-26.794	-664	2,5%

Cash Flow Statement	FY2019	FY2018
NET PROFIT (Loss)	3017	5265
Financial Incomes (Costs)	3306	338
Taxes	707	457
Depreciation and amortization	2936	1862
increases in fixed assets for internal processing and minus-plus	-863	-607
Cash Flow from operation before change in NWC	9103	7315
Financial Incomes (Costs) paid	-621	-336
Taxes paid	-336	-648
Total changes N.W.C.	-960	-107
Total changes in funds	74	15
Operating Cash Flow	7260	6239
% on Net Sales	32%	32%
% on Ebitda	71%	75%
Capex	-134	-10642
Free Cash Flow Before Debt Repairment	7126	-4403
Loan/Lease Disbursement (Repayment)	-6071	9260
Equity changes	-3792	-4438
Financial Changes	-9863	4822
Changes in Liquidity	-2737	419
Cash beginning of the year	5572	5153
Cash at the end of the year	2835	5572

PITECO GROUP

	FY 2019				FY 2018				changes			
Profit and Loss	Total	Treasury MNG	Banking	Financial Risk MNG	Total	Treasury MNG	Banking	Financial Risk MNG (*)	Total	Treasury MNG	Banking	Financial Risk MNG
Net Sales Revenues	22.774	15.055	4.512	3.207	19.374	14.090	4.451	833	18%	7%	1%	285%
Other Revenues	1.286	863	60	363	940	738	108	94	37%	17%	-44%	286%
Work in Progress (change)	-21	-54	-	33	-100	-17	-	-83	-79%	218%		-140%
Turnover	24.039	15.864	4.572	3.603	20.214	14.811	4.559	844	19%	7%	0%	327%
Raw Materials	146	121	2	23	306	234	13	59	-52%	-48%	-85%	-61%
Personnel Costs	9.372	6.747	1.505	1.120	8.122	6.307	1.564	251	15%	7%	-4%	346%
Services	4.138	2.342	1.449	347	3.442	2.280	1.101	61	20%	3%	32%	469%
Other Costs	145	60	28	57	78	66	9	3	86%	-9%	211%	1800%
Operative Costs	13.801	9.270	2.984	1.547	11.948	8.887	2.687	374	16%	4%	11%	314%
EBITDA	10.238	6.594	1.588	2.056	8.266	5.924	1.872	470	24%	11%	-15%	337%
Ebitda Margin	43%	42%	35%	57%	41%	40%	41%	56%				
(*) Financial Risk MNG (Myrios Srl) data 2018 only 2.5 months												

PITECO SpA

Profit and Loss	FY2019	%	FY2018	%	Ch %
Net Sales Revenues	15.074	94,9%	14.090	95,2%	7%
Other Revenues	863	5,4%	734	4,9%	18%
Work in Progress (change)	-54	-0,3%	-16	-0,1%	238%
TURNOVER	15.883	100,0%	14.808	100,0%	7%
Raw Materials	232	1,5%	312	2,1%	-26%
Personnel Costs	6.746	42,5%	6.307	42,6%	7%
Services	2.499	15,7%	2.318	15,7%	8%
Other Costs	60	0,4%	65	0,4%	-8%
OPERATIVE COSTS	9.537	60,0%	9.002	60,8%	6%
EBITDA	6.346	40,0%	5.806	39,2%	9%
Depreciation and Amortization	633	4,0%	360	2,4%	76%
EBIT	5.713	36,0%	5.446	36,8%	5%
Gain (Loss) Forex	157	1,0%	392	2,6%	-60%
Financial Incomes (Costs)	-721	-4,5%	-135	-0,9%	434%
Extraordinary Incomes (Costs)	-338	-2,1%	-719	-4,9%	-53%
EBT	4.811	30,3%	4.984	33,7%	-3%
Tax	564	3,6%	385	2,6%	46%
NET PROFIT (Loss)	4.247	26,7%	4.599	31,1%	-8%
Net Fin. Incomes (Costs) Fair Value adjustment	1.394		85		
NET PROFIT ADJUSTED	5.641	35,5%	4.684	31,6%	20%

PITECO SpA

Balance Sheet	FY2019	FY2018	Changes
Work in progress	67	122	-55
Trade credits	4.607	4.010	597
Tax Credits	0	0	0
Other current credits	250	193	57
(A) Current Assets	4.924	4.325	599
Accounts payable	913	658	255
Debts from financial contracts	511	287	224
Tax Debts	972	138	834
Other current Debts	2.949	2.656	293
(B) Current Liabilities	5.345	3.739	1.606
(A-B) Net Working Capital	-421	586	-1.007
Tangible Assets	3.129	1.274	1.855
Intangible Assets	29.026	28.874	152
Equity Investments	13.952	13.952	0
Financial Assets	19	22	-3
Tax Accounts	864	321	543
(C) Non Current Assets	46.990	44.443	2.547
Severance pay and other funds	1.211	1.151	60
Other non current Funds	53	50	3
Deferred Tax	263	234	29
(D) Non Current Liabilities	1.527	1.435	92
(NWC+C-D) Net Invested Capital	45.042	43.594	1.448
Share Capital	19.125	18.155	970
Reserves	10.036	8.889	1.147
Profit (loss) previous years + reserves FTA/IAS	2.400	2.400	0
Profit (loss) of the year	4.247	4.598	-351
(E) Total Equity	35.808	34.042	1.766
Cash and Deposits	215	2.386	-2.171
Short Term Financial Credits	2.401	1.318	1.083
Bank Debts within 12 months	-9.509	-4.768	-4.741
Short Term Financial Debts	-188	0	-188
Long Term Financial Credits	6.429	6.544	-115
Long Term Financial Debts	-2.322	-5.348	3.026
Bank Debts over 12 months	-6.260	-9.684	3.424
(NFP) Net Financial Position	-9.234	-9.552	318
(E-NFP) Total Sources	45.042	43.594	1.448

PITECO SpA

Net Financial Position	FY2019	FY2018	Changes	% 19-18
Cash and Deposits	215	2.386	-2.171	-91,0%
CASH	215	2.386	-2.171	-91,0%
Debts to other lenders within 12 months	-6.062	-2.807	-3.255	116,0%
Bank Debts within 12 months	-3.635	-1.961	-1.674	85,4%
Short Term Financial Credits	2.401	1.318	1.083	82,2%
Current Financial Position	-7.296	-3.450	-3.846	111,5%
Current NET Financial Position	-7.081	-1.064	-6.017	565,5%
Long Term Financial Credits	6.429	6.545	-116	-1,8%
Bank Debts over 12 months	-6.260	-9.685	3.425	-35,4%
Debts to other lenders over 12 months	-2.322	-5.348	3.026	-56,6%
Non Current Financial Position	-2.153	-8.488	6.335	-74,6%
Net Financial Position	-9.234	-9.552	318	-3,3%

Cash Flow Statement	FY2019	FY2018
NET PROFIT (Loss)	4247	4598
Financial Incomes (Costs)	721	135
Taxes	609	377
Depreciation and amortization	586	355
increases in fixed assets for internal processing and minus-plus	-482	-364
Cash Flow from operation before change in NWC	5681	5101
Financial Incomes (Costs) paid	670	-137
Taxes paid	-218	-329
Total changes N.W.C.	52	333
Total changes in funds	25	6
Operating Cash Flow	6210	4974
% on Net Sales	41%	35%
% on Ebitda	98%	86%
Capex	-440	-11327
Free Cash Flow Before Debt Repairment	5770	-6353
Loan/Lease Disbursement (Repayment)	-4773	9311
Equity changes	-3378	-3612
Financial Changes	-8151	5699
Changes in Liquidity	-2381	-654
Cash beginning of the year	2385	3039
Cash at the end of the year	4	2385