

INVESTOR PRESENTATION

INTERNATIONAL GROUP ACTIVE IN TREASURY & BANKING SOFTWARE MARKET

IRTOP SMART MTA INVESTOR DAY

Executive Summary

PITECO GROUP is an important player active in the Financial Software market, offering Risk, Treasury & Banking software solutions.

The GROUP is listed on the MTA managed by Borsa Italiana.

It is developing a challenging internationalization and diversification process, driven by 3 business lines:

1. PITECO Spa, the leading Italian **Software House** for **Corporate Cash Management and Financial Planning** serving more than 650 large industrial groups active in a highly diversified number of business sectors.
2. JUNIPER PAYMENTS LLC, **Software House** leader in the USA with **proprietary solutions for digital payments and clearing house services to approximately 3.300 American Banks**, managing 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.
3. MYRIOS S.r.l., an Italian **Software House** offering **Risk Management, Capital Markets and Compliance software** dedicated to Banks (60% of revenues) as well as to the manufacturing and service industries (40%).

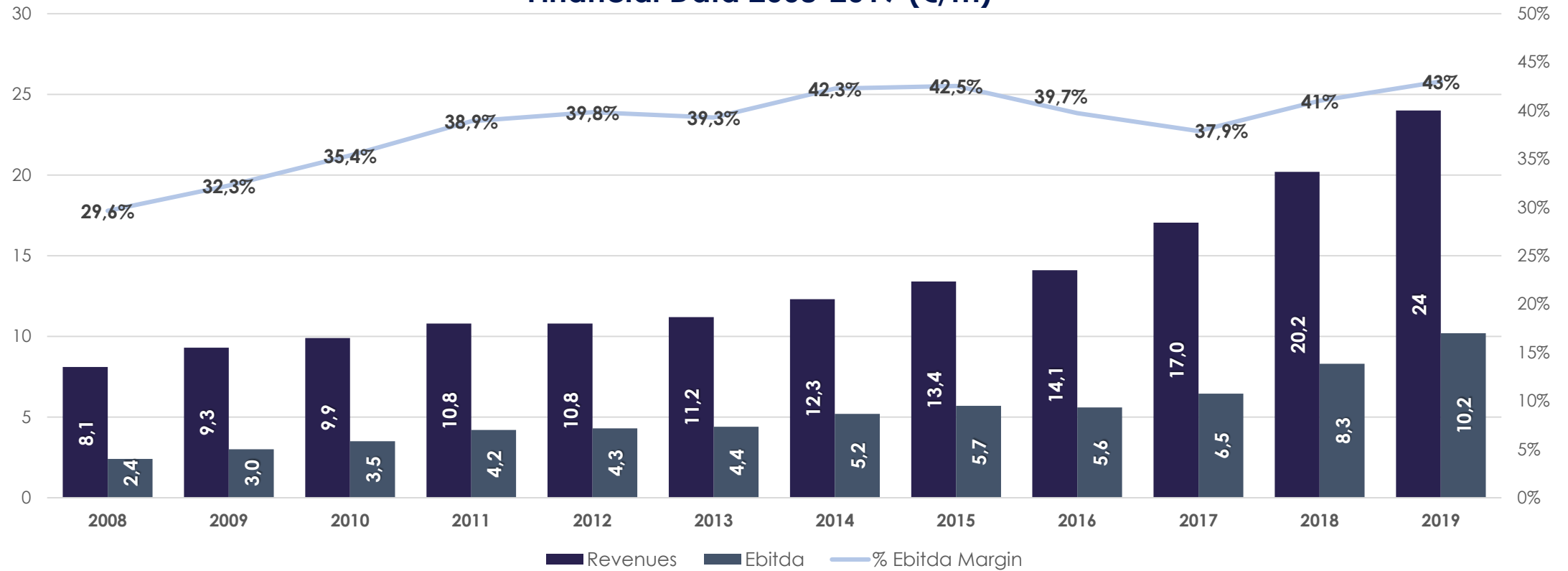
PITECO GROUP FINANCIAL STATEMENTS FY 2019:

- **Revenues:** € 24,0 million, +19% (FY 2018: € 20,2 million)
- **EBITDA:** € 10,2 million, +24% (FY 2018: € 8,3 million);
EBITDA margin 43%
- **Pre-tax Profit Adjusted*:** € 6,4 million, +11% (FY2018: € 5,7 million)
- **Net Profit Adjusted*:** € 5,7 million, +8% (FY 2018: € 5,3 million)
- **Operating cash flow:** € 7,3 million (32% Net Revenues; 71% Ebitda)
- **Net Financial Position:** € 14,6 million (FY2018: € 15,3 million)
- **Net Financial Position including Put option:** € 27,5 million (FY2018: € 26,8 million)

*Adjustment due to accounting € 2,7 million financial costs related to the revaluation of Earnout and Put Option

PITECO Group at a glance

Financial Data 2008-2019 (€/m)



○ About **650 Corporate** clients for Cash Management and Financial Planning solutions in 50 **different countries**

○ **Approximately 60% of revenues** derives from **recurring fees** and it's continuously growing

○ About **3.300 financial institutions** clients for Banking solutions in **USA market**

○ **About 130** employees in Italy (Milan, Rome, Padua, Turin), Switzerland and USA

○ About **50 Corporate & Bank** clients for Risk Management solutions in manufacturing and service industries.

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 **three 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

Software sales (about 15% of annual revenues) allows PITECO to generate significant recurring revenues from maintenance fees (55% of revenues, steadily increasing year by year) and services with high added value (30% 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. 35 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 Payments serves a specialized niche market of wholesale correspondent banking. The company is the market leader in this sector with **more than 3.300 banks and credit unions utilizing its online software platform** to transmit and receive daily transactions that total over \$3 billion. No other U.S. third-party service provider maintains connections to more financial institutions except the U.S. Federal Reserve.

SaaS Model. All products and support are delivered as services over the Internet. The system is modular in design, so correspondents may add new modules to their product over time. These modules may then be enabled for all or for a sub-set of the end user financial institutions. This provides a highly customized and dynamic service to meet each customers specific requirements.

Juniper's headquarters is in Wichita, Kansas (USA), with data centres in Kansas and Nebraska. The company has 20 long tenured employees.

Juniper is:

- Regulated as Technology Service Provider under FFIEC by U.S. Federal Banking Agencies;
- SSAE 16 Type II audited.

Juniper has:

- Private Data Centers with a fully mirrored Disaster Recovery site;
- 99,999% uptime since inception of company.

Juniper's **business model** is based on **recurring revenues**. 90% of annual revenues are based on "right to use" services by end-users via principal customer contracts. The remaining 10% is due to customization fees and technical advisory & support. Generally an average contract lasts for about 5 years or more and the contracts have a **very high retention rate**.



ENTERPRISE



DIGITAL TRANSFORMATION



BRANCH



DATA CENTER

Presentation of Myrios



Myrios develops treasury, capital markets and risk management software:

Myrios Financial Modelling, a software solution dedicated to the manufacturing and service industries (40%) as well as to banks (60%). The solution helps clients with the complex calculations and procedures of the Finance & Risk Management areas.

The **business model** is based on software **rental license fees** and on methodological-functional advisory, ensuring high revenues leveraged on the consolidated customer portfolio.

The company has software engineers skilled in financial issues, financial analysts and professionals in the quantitative assessment of derivatives, securities, financial instruments and consultants with a strong knowledge of the processes.

Myrios is based in **Turin** and **Geneva (CH)**.

More than 50% of the turnover is represented by **recurring fees**, granting relevant cash-flow visibility. Software lumpsum licenses reach 20% of the turnover. The company offers **massive returns** and generates huge visible cash flows.

Myrios has a high retention rate of rental contracts due to high flexible and scalable configuration as a result of recent design and innovative technology. This is one of the main reason for the success in the software substitution of competitors.



TREASURY & CAPITAL MARKET



FINANCIAL MODELLING



RISK MANAGEMENT



COMPLIANCE

M&A activity

Business Assets from Everymake

The company acquired the **Business Assets from Everymake S.r.l.** with effect from **1 April 2020**. Everymake S.r.l. is providing CLOUD software solutions for financial data matching (EveryMake software).

This acquisition has allowed the company to add **new software modules** to its offer, in areas corresponding the current core business and about **23 clients** in business sectors with high level of growth, like Utilities and Consumer goods.

Equivalent	€ 1.000.000
- <i>cash at closing</i>	<i>550.000</i>
- <i>earnout on FY2022 (maximum)</i>	<i>450.000</i>
Turnover 2019	about € 500.000
Number of Clients	23



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 offering.
- 3. Acquisitions on the national market:** PITECO has acquired the Business Assets from Centro Data , the majority shareholding of MYRIOS Srl and the Business Asset from Everymake.
- 4. Mid-Market:** PITECO has developed a Cloud solution and a dedicated indirect sales force to broaden its offer into the Mid-market (companies with a turnover of € 50-100m).
- 5. New Market (USA):** PITECO has acquired the Business Assets from LendingTools.com (USA Company) and founded Myrios Switzerland SA.



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