

COMPANY PROFILE

PROFILE Software (www.profilesw.com) is an international, award-winning company in the field of financial and business software development and integration. Founded in 1990, PROFILE is based and listed in Athens Stock Exchange, Greece and has enjoyed significant growth in the past 26 years, resulting to international market recognition and evaluation by industry experts. Through a specialized own product and service offering complemented by well-established international products, PROFILE is further accelerating its presence to international markets in order to increase the current 46/54 revenue split between domestic/international to 35/65 in the coming years. The firm is generating revenue through:

- (a) sale of software licenses and respective maintenance contracts
- (b) provision of Software as a Service (SaaS) as part of Cloud deployments and
- (c) professional services pertaining to both (a) and (b) above, primarily in the financial software industry and secondarily in business software and integration projects

PROFILE's product offering mainly consists of the following three state-of-the-art flagship products

- **IMSpplus 2.2**, an award-winning investment management suite including solutions for advanced Private Wealth Management, Asset and Funds Management, Insurance Investment Management, Personal Banking, Family Offices and Custody
- **FMS.next**, a specialized Universal Banking system including Private Banking, Financing, Leasing Peer-to-Peer Lending/Crowdfunding and Islamic Banking
- **Mobius Wealth**, a vendor independent, white-label wealth management mobile application that links to any 3rd party platform presenting the data on an intuitive presentation layer for smartphones and tablets.
- **Axia** – the newly developed cloud-based solution to manage all aspects of the Investment Management firms over any channel or location

These innovative products constitute the company's core business and represent the biggest part of its revenue. In addition in the company's product portfolio there is a mobile market view / data feed system (**Plexus**) and an ordering application (**GS Market/GS Trader**), a shareholder management application for listed companies (**Registry**), as well as a full range ticketing solution (**UTS TicketLink**). All solutions are based on the highest technology standards such as web and mobile applications (**PROFILE Mobility platform**) while utilising **cloud technologies**.

The company's clientele consists of virtually all Banks operating in the local market, Banks in key international markets, as well as Investment Management firms and other corporates locally and abroad. In total, PROFILE is servicing over 200+ corporate clients throughout 18 countries across 3 continents (Albania, Bulgaria, Bahrain, Cyprus, Greece, Guernsey, Jersey, Luxembourg, Poland, Romania, Russia, Serbia, Sudan, Switzerland, Turkey, UAE, Ukraine, United Kingdom) via offices in Geneva, Dubai, London, Singapore, Athens and Nicosia, as well as via an increasing network of partners.

It is worth mentioning that PROFILE Software has been awarded with the following distinctions:

1. "Best Wealth Management Software Provider – Europe 2015" by the Global Banking and Finance Review,
2. "Best Technology Solutions for Portfolio Management 2015" by the International Hedge Fund Awards.
3. Technology Provider of the Year" by the FStech.
4. "Best P2P Lending Platform" and "Best Wealth Management Solution Provider" by the International Finance Magazine.
5. "Wealth Management application for the year" for Mobius Wealth by 2015 Technology Innovator.

6. European Financial Services Software Solutions Provider 2015” by the Corporate LiveWire Global Fund.

While the company has been included in international industry report i.e.

- **Forrester:** Global deals, banking system providers (2012, 2013, 2014,2015)
- **Celent:** European Wealth Management System vendor assessment (2013)
- **IBS** sales league table (2012, 2013, 2014, 2015)
- **Gartner:** Banking VSS Report (2013)
- **HarringtonStar:** FinTech Leaders research (2014) & Best place to work (2015)
- **Aite:** Portfolio Management Systems (2014)
- **MyPrivateBanking research:** Digital and Mobile Solutions for Financial Advisors (2014-2015)

It has also been recommended as

1. **“National Champion”** for the European Business Awards 2013,
2. **“Best Platform Provider Award 2014”** by the City of London Wealth Management Awards,
3. **“Innovative Business Award 2013”** by the British-Swiss Business Chamber of Commerce,
4. **“Technology Vendor of the Year 2014”** and **“2015”** by the CityWealth Magic Circle,
5. **“Technology Provider of the Year 2014”** by FStech,
6. **“Outstanding Wealth Management Technology Provider - Front Office Product Suite”** and **“Outstanding Wealth Management Technology Provider - Most Effective Integrated Solution”** by the Private Banker International Awards
7. **“Best Wealth Management Software Provider Europe 2015”** by the Global Banking & Finance Review Awards 2015.

EXPORTS

PROFILE Software’s international implementations account for 62.66% of its turnover during 2017.

OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2017 - 30/04/2018)			
Symbol:	PROF		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (30 April 2018)	15.2		
Shares Outstanding (number): (30 April 2018)	11,812,193		
Average Spread (%):	2.70%		
Market Liquidity (%):	25.179%		
Average Trading volume (no of shares):	23,722.6		
Total Value of transactions (€):	5,291,775		
Days to trade (1% of outstanding amount):	4.6		
Free Float (30 April 2018):	50.2%		
Turnover Velocity (F.F. Weighted):	99.7%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	47.16%	51.90%	46.65%

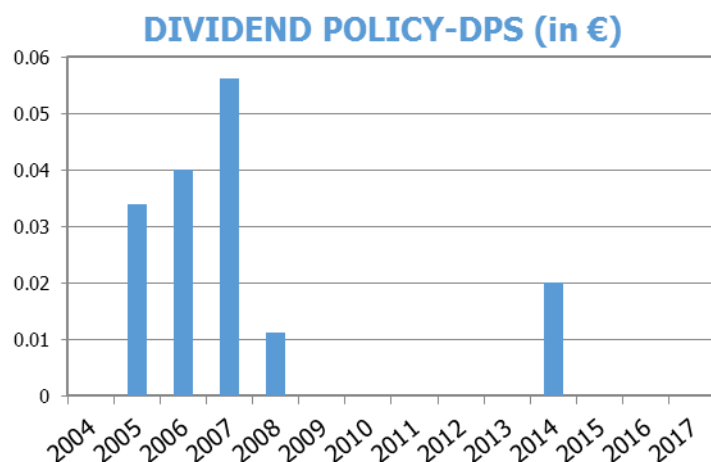
GROUP STRUCTURE

PROFILE SYSTEMS & SOFTWARE S.A.

GLOBAL SOFT S.A.	97.09%
COMPUTER INTERNATIONAL FRANCHISE S.A	50.18%
PROFILE SYSTEMS DIGITAL SA	100%
PROFILE SYSTEMS & SOFTWARE (CYPRUS) LTD	100%

PROFILE SOFTWARE (UK) LTD	100%
PROFILE SYSTEMS & SOFTWARE (SUISSE) SA	60%*

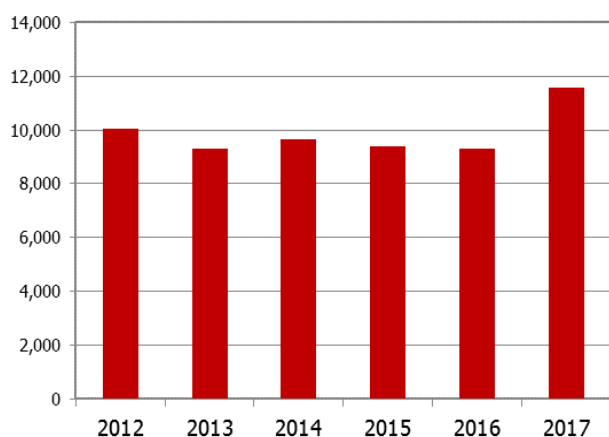
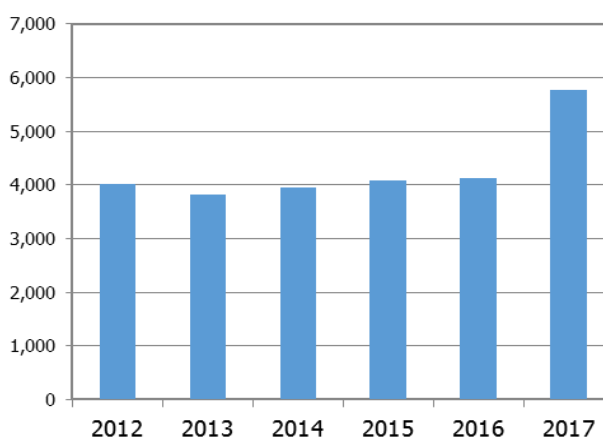
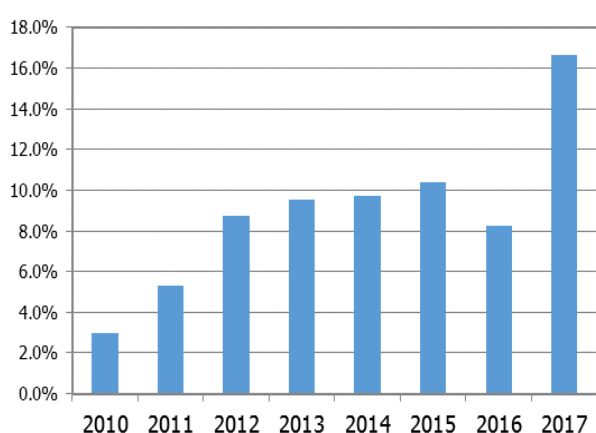
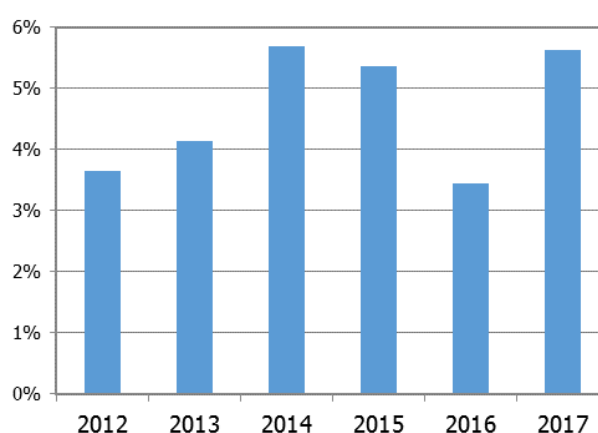
*PROFILE SYSTEMS & SOFTWARE (CYPRUS) LTD participates with 60% in PROFILE SYSTEMS & SOFTWARE (SUISSE) SA



(EGM Dec 2014 decided to distribute extraordinary dividend of €0.02 per share, in total €235,3K euros).

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)						
(in € 000)	2012	2013	2014	2015	2016	2017
Sales	10,064	9,314	9,655	9,409	9,293	11,557
Gross profit	4,012	3,816	3,953	4,071	4,135	5,772
EBIT	878	888	936	977	766	1,923
EBITDA	2,638	2,805	2,882	2,841	2,817	3,930
Earnings before tax	634	649	971	979	545	1,404
Earnings after tax	527	625	893	894	594	1,023
E.P.S.	0.05	0.05	0.07	0.08	0.05	0.09
Total equity	14,472	15,071	15,724	16,689	17,275	18,154
ROE	3.64%	4.14%	5.68%	5.35%	3.44%	5.64%
Debt Ratio	-0.76	-0.50	-0.16	-0.53	-0.04	-0.22

Revenues (in € 000)**Gross profit (in € 000)****Operating Margin****ROE****MAJOR SHAREHOLDERS (>5%)**

Name	%
STASINOPOULOS P CHARALAMPOS	49,85%
Total	49,85%

BOARD OF DIRECTORS

Name	Qualification
STASINOPOULOS P CHARALAMPOS	CHAIRMAN/CEO/EXECUTIVE MEMBER
BARBATOS A SPIRIDON	VICE PRESIDENT/EXECUTIVE MEMBER
MANTZAVINATOS G KONSTANTINOS	EXECUTIVE MEMBER
FILIPPI AIKATERINI	EXECUTIVE MEMBER
ILIOPOULOS ARISTIDES	NON EXECUTIVE MEMBER
TSIRITAKIS D EMMANOUEL	INDEPENDENT NON EXECUTIVE MEMBER
ROUSSOS A ANTONIOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Charalampos Panagiotis Stasinopoulos is Executive Chairman of the Board of Directors and Chief Executive Officer at PROFILE Systems and Software SA. He studied Computing at the Hellenic Center for Productivity (ELKEPA) and Business Administration at the Hellenic Management Association (EEDA). He has been working in the field of IT since 1985 and founded the Company in 1990.

Mr. Spyridon Antonios-Ioannis Barbatos is Executive Vice Chairman of the Board of Directors at PROFILE Systems and Software SA. He has been working in the field of information technology since 1986, and started his collaboration with the Company in 1990, and has been serving as Executive since 1999. He was

Managing Director at BeCom prior to becoming a subsidiary of PROFILE Systems & Software SA. He studied Economics at the Athens University of Economics and Business.

Mr. Konstantinos Georgios Mantzavinatos is Executive Director and Commercial Director of PROFILE Systems and Software SA since June 22, 2010. Before that he was appointed General Manager of the Business Solutions Division and Non-Executive Director in August 2007 and prior to that he was General Manager of the Business Solutions Division. He studied Programming and System Analysis at ELKEPA and Mathematics at the University of Athens. He has been working in the field of information technology since 1984 and he joined the Company in 2002.

Ms. Aikaterini Nikolaos Filippi is Accounting Advisor and Executive Member of the Board of Directors at PROFILE Systems and Software SA since March 31, 2008. She previously served as Head of Accounts. She has experience in similar positions in a number of companies. She joined the Company in 1999. She is a graduate of Economics from the University of Athens. She is a Member of the Economic Chamber of Greece and a Certified Chartered Accountant (A class).

Mr. Aristeidis (Aris) Spyridon Iliopoulos is IMSplus Sales and Marketing Manager and Non-Executive Director of PROFILE Systems and Software SA since February 17, 2011. He studied Business Administration at the University of Piraeus. He joined the Company in 2000.

Prof. Emmanouil Dimitrios Tsiritakis is Non-Executive Independent Director at PROFILE Systems & Software SA. In 1979 he earned a Degree in Economics from the University of Athens. In 1983 he earned a MA and in 1988 he earned a PhD from Virginia Polytechnic Institute and State University. He is currently an associate professor in the Department of Banking and Financial Management at the University of Piraeus. Prof. Tsiritakis was a member of the committee which designed the Athens Derivatives Exchange and served as Chairman of the examination committee for the certification of the financial services practitioners.

Mr. Antonios Antonios Roussos is Non-Executive Independent Member of the Board of Directors at PROFILE Systems and Software SA since August 2007. He is a graduate of Business Administration from Athens University of Economics and Business. He is Member of the Economic Chamber of Greece and a qualified Chartered Accountant (A Class). He has been employed in the financial and accounting field since 1998, and since 1994, he has been holding the position of Chief Financial Officer in various Greek companies.

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