



Corporate Presentation

Investor Relations | Overview



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Agenda

- 01 Overview**
Company and solutions
- 02 Market Trends**
Industry snapshot
- 03 Financials**
The company in numbers



Overview



Company at a glance



Years of
experience



Countries of
presence



Clients



CAGR 2016-22



AUM on our
software(s)

Solutions at a glance

Investment
Software



Banking
Software



Large-scale
Projects



Investment Management Solutions

 Axia

Wealth Management

Advanced Wealth Mgmt & Robo

- Asset allocation analysis
- Performance analysis & risk metrics
- Strategies & investment proposals
- Trade order management
- Consolidated reporting
- Robo advisory capability

Centevo

Custody

Automated Custody Operations

- Full trade life cycle
- Corporate actions & fees management
- Reconciliation services
- SWIFT messaging
- Clients' portal

Asset & Fund Management

Operations in one Platform

- Funds management & administration
- Compliance
- End-client applications
- Business process outsourcing
- Easy reporting
- KYC

Banking Solutions

Digital Banking

finuevo DIGITAL

Digital Banking in-a-box

- Go-Live fast, with low risk
- Fintech oriented
- High-return areas
- Rely on the platform for the fundamentals

Core Banking

finuevo CORE

Core banking & payments

- Single automated platform
- Secure & flexible powerful functionality front-to-back
- Traditional banks, EMIs, Fintechs

Treasury Management

Acumen.plus

Turn-key Treasury Platform

- Complete STP for all Treasury operations
- Fully integrated
- One single platform

Risk Management

RiskAvert

Regulatory Compliance

- Effective operational, market and credit risk in a natively integrated yet modular environment

Large-scale Projects



Ministry of Digital Governance



Ministry of Labor & Social Security



Ministry of Finance



Ministry of Transportation



Ministry of Justice



Ministry of Maritime Affairs



Ministry of Public Administration



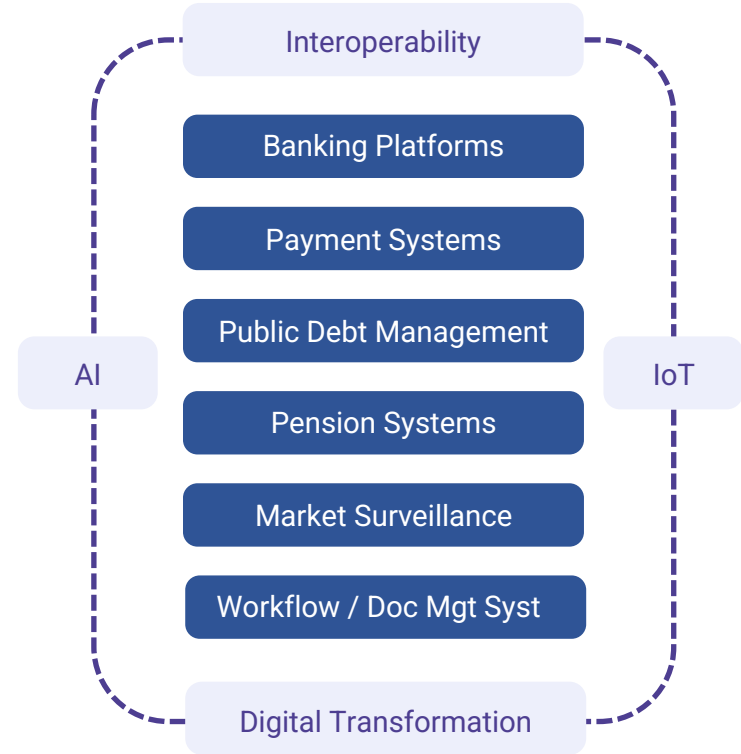
Ministry of Education



Ministry of the Environment & Energy



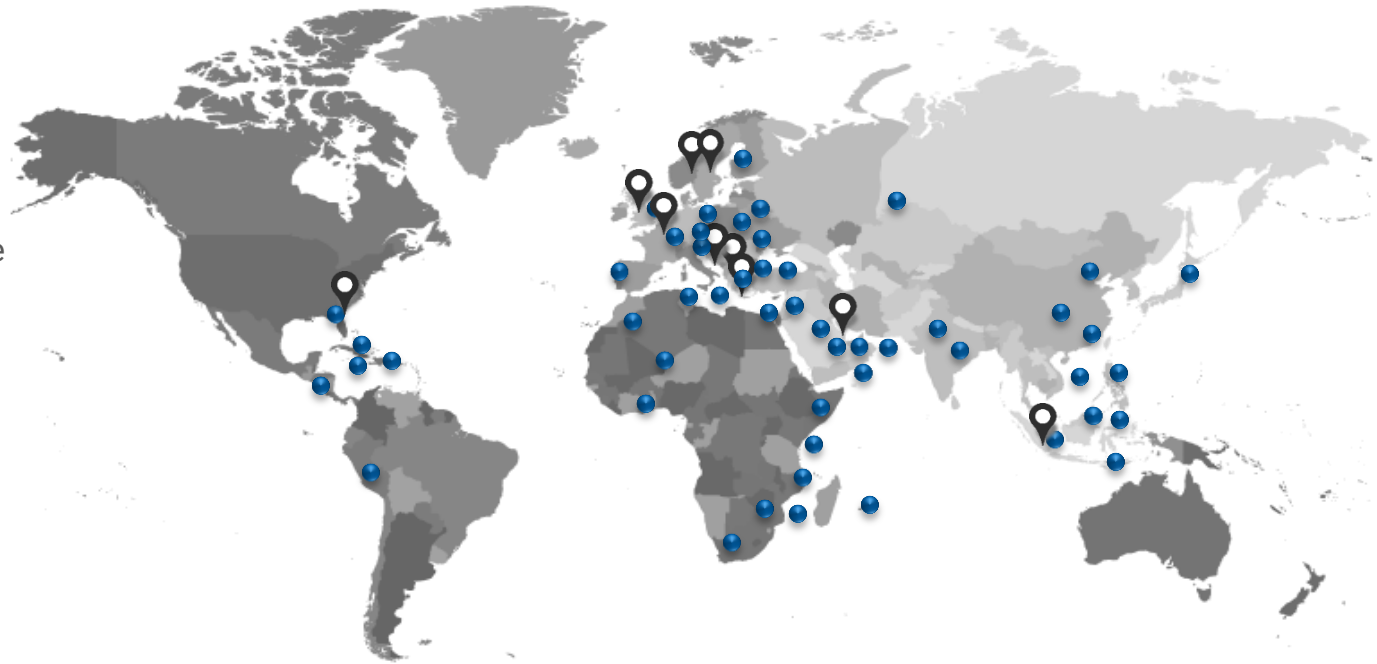
Ministry of Migration & Asylum



Presence in 48 countries

Entities in 10 Key financial centers

- Athens, Greece
- Thessaloniki, Greece
- London, UK
- Paris, France
- Stockholm, Sweden
- Oslo, Norway
- Dubai, UAE
- Nicosia, Cyprus
- Miami, USA
- Singapore



Indicative Clientele

Europe



MEA, APAC



Americas



Industry Recognition

Awards Received



Included in Reports



2022 Financial Highlights

**€ 25 mil.
(+30%)**

Sales 2022

>100%

Growth since
last 5 years

~26%

EBITDA
Margins

~65%

Recurring
Revenues

24%

R&D
Investments

Cash € 14 mil

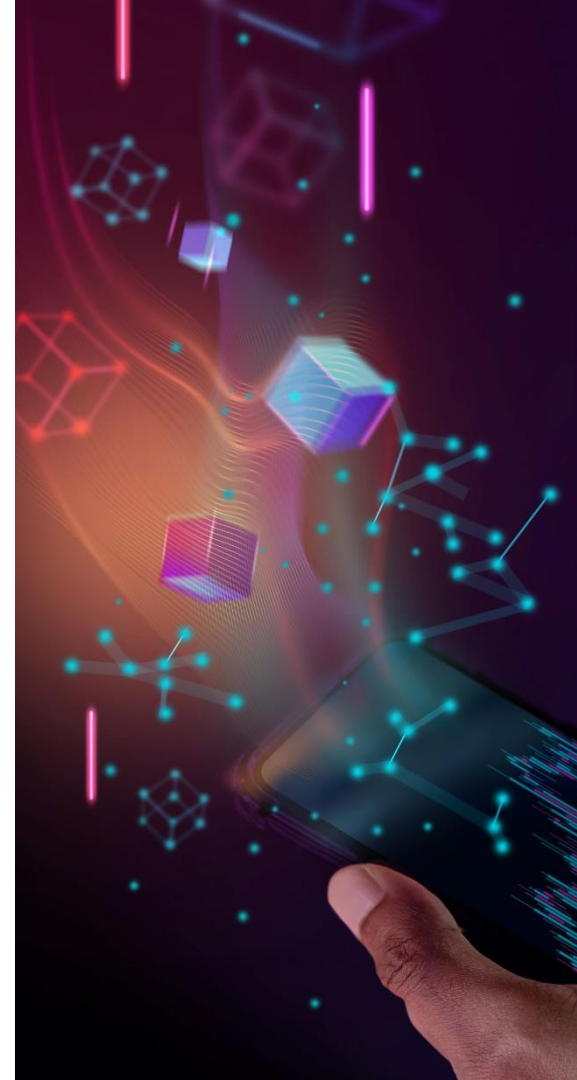
Solid Balance
Sheet

~69%

International
Sales

**€ 50 mil
(+293%)**

New Contract
Awards



2022 Business Highlights

Clients

40 New contracts in FY2022 vs **27** in FY2021 (+48%)

Across 15 countries

15 Projects gone live in FY2021 and another **20** in FY2022

Products

3 major product launches

Axia Custody: the automated investment management platform for full custody operations

Finuevo Digital: the mobile-first digital banking in-a-box platform addressing the 1/3 of the total banking channels

Acumen.plus: the automated cloud-based Treasury platform for compliance and fast operations

Corporate

Profile Technologies is increasing its manpower to deliver more innovative systems to the Open Banking and Fintech space

Strong commitment to **R&D investments** of **25%** of annual revenue

Potential M&As
Scanning European market for product & geography complimentary Co

ESG Pillars

We build on a positive impact on the environment and communities creating shared value for the society.

Responsibility

Sustainability

Actions

Environment

Environmental footprint

Following specific protocols, we reduce the environmental impact of our operations and our cloud-based platforms.

People and communities

Supporting our people, teams and the communities in which we operate to continually grow, drive positive impact and create a more inclusive and sustainable future. 25% of our personnel is women.

Impact finance

Working with our partner network on joint financial technology solutions that align the financial industry with sustainable development.

Trust and integrity

Upholding the highest standards of governance to protect the data of our clients and their customers.

Society

Governance

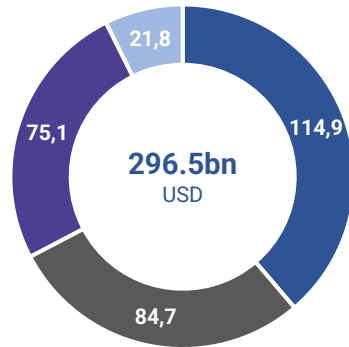
Market Trends



Banking & Wealth industries still growing...

Total banks' IT spend

(in USDbn, 2021)

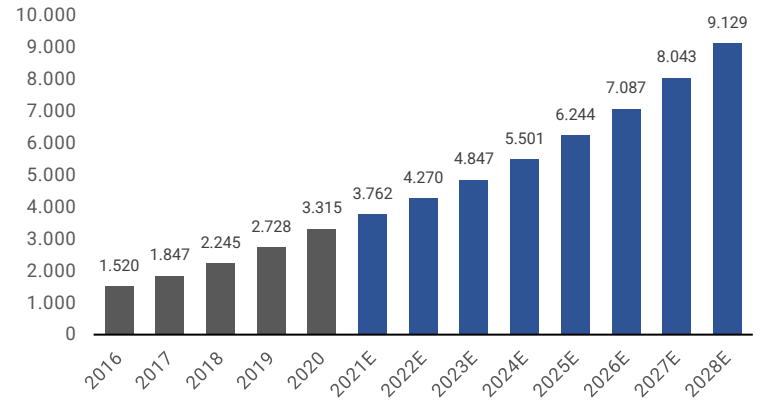


■ North America ■ Europa ■ Asia Pacific ■ Latin America

Sources: Celent, "Global Tech Spending Forecast, Banking Edition"; Accenture Survey

Wealth managers growth & potential

(in USDbn, 2021)



Source: Wealth Management Software Market Analysis from 2016 to 2028. Opportunities Beyond COVID 19 Crisis, Grand View Research

...mainly due to Digital Transformation

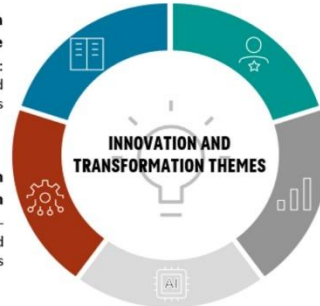
Banking Innovation Challenges

Modernizing legacy system architecture

Adopting modern architectures: cloud, no/low code, and microservices technologies

Driving product innovation and differentiation

Integrating fintechs, industry-specific offerings, value-added services



Leveraging data and analytics

Actionable data analysis and benchmarking

Optimizing customer engagement and delivery

Delivery channels, client onboarding, front-office/RM tools

Expanding the ecosystem for growth

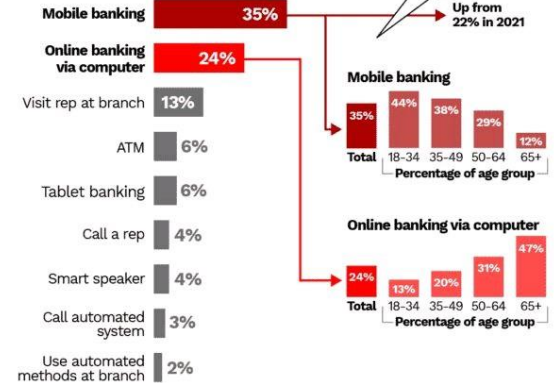
Open banking, banking-as-a-service, embedded banking



Source: Celent

Edited by: Panagiotis Kriaris

Overall primary banking channel



Source: The Financial Brand

THE FINANCIAL BRAND © July 2022. SOURCE: Phoenix Synergistics

Profile at the Technology Forefront



APIs



Profile provides flexible, modular and lean core solutions to open traditional legacy systems to the world of micro services and Open Finance, through **Digital Channels**



Cloud-based - SaaS



Mobile - Digital



KYC / On-boarding



Payments / Transfers



Data & Analytics



Investments



Lending

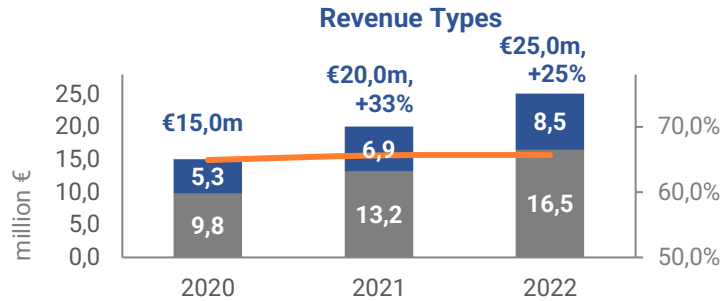
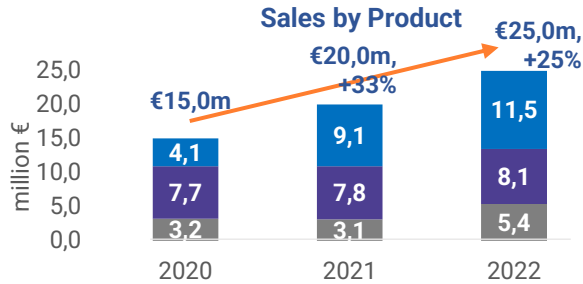
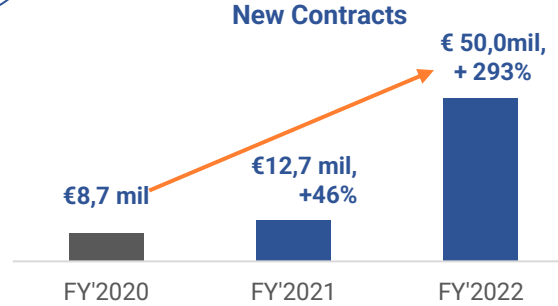
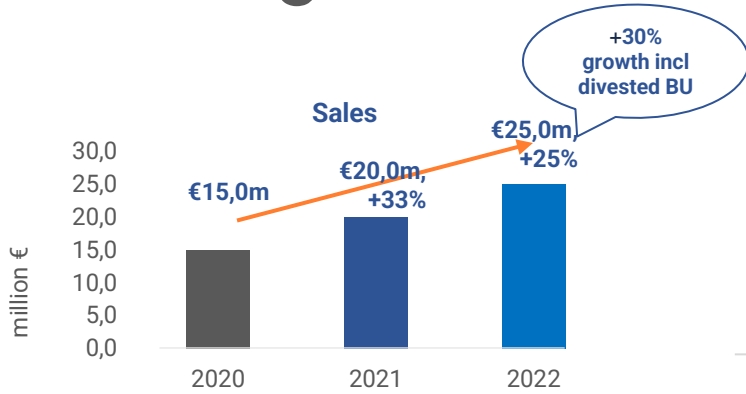
End Customer



Financials



Strong & Balanced Growth



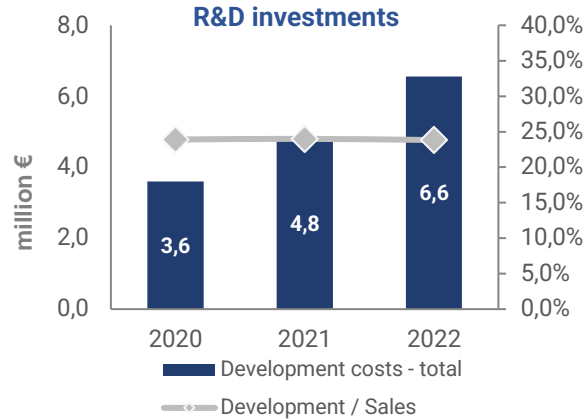
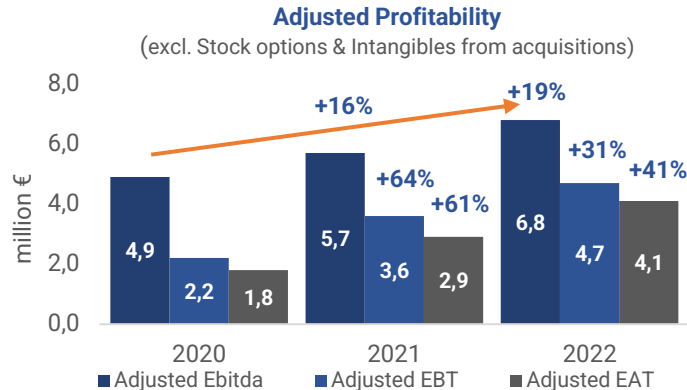
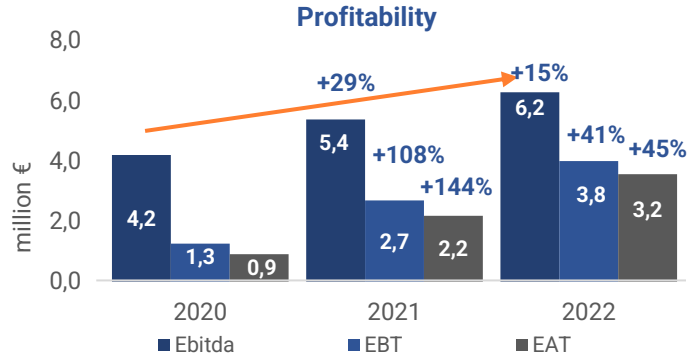
■ RRF & Large projects ■ Banking, Risk, Treasury ■ Investment

■ New sales ■ Recurring revenue — Recurring revenue %

Highlights

- 40 new contracts of €50 mil value, +293% from last year
- New blue-chip clients
- Strong recurring revenues of c.65%
- International sales c.69%
- New sales increased by 25%
- International operations and expansion in the Nordics
- Balanced portfolio without dependencies on unique clients, or products

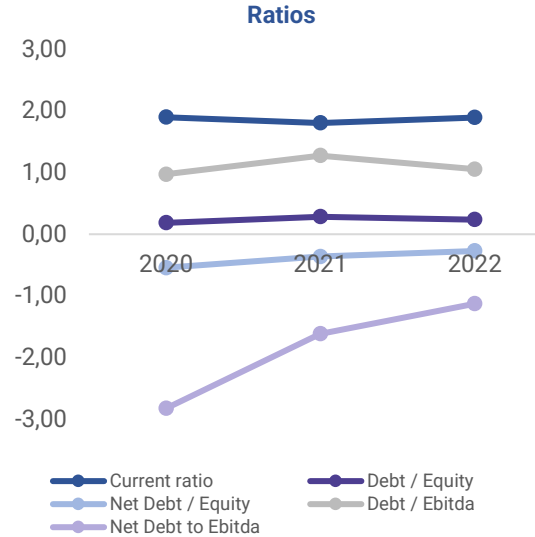
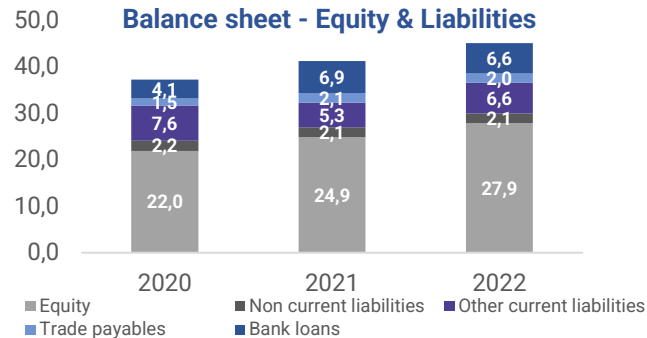
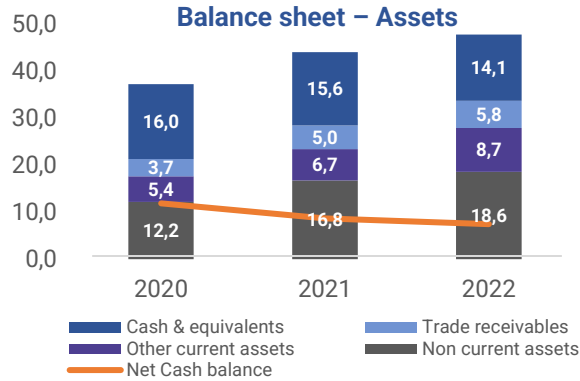
Significant Profitability



Highlights

- Scalable and agile business to perform in larger operational demands
- Profitability allows R&D investments of >20-25%
- Internal cost margins updated to reflect increased inflation
- High and stable EBITDA margins of c.27%
- +15% EBITDA growth due to revenue growth and cost control

Solid Balance Sheet



Highlights

- Strong balance sheet to finance investment plans
- Generation of FCF's with EBITDA conversion of c.60%
- Prudent DSO (c.90d) and working capital policies
- Debt-to-equity below 0.3x
- Current ratio c.1.9x
- Debt to EBITDA c.1.0x
- ICAP rating upgraded to "A"

Looking Forward Highlights

Product

- Continue **R&D** investments of 25% over sales: new tech in AI, **Open API** systems, **Managed services** infrastructures
- Further upgrade **Axia**, the top-tier Investment management product with new technologies
- Promote **Finuevo Suite** the pre-integrated **Digital + Core banking** solution
- Leverage **Acumen.plus** on the global Treasury product success

Market

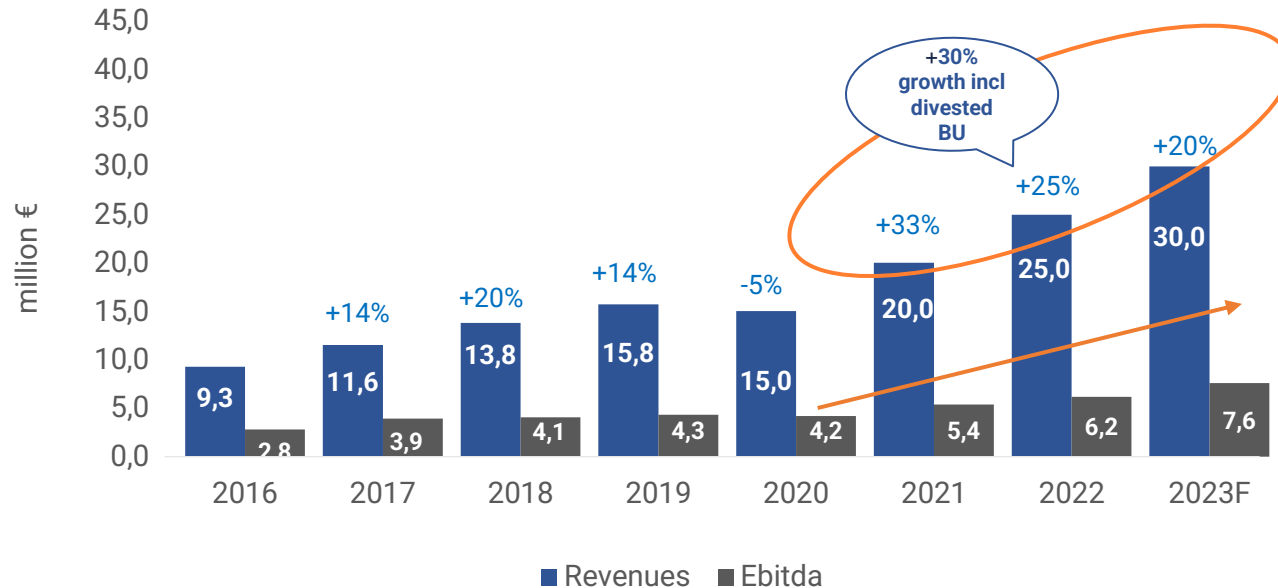
- Increase focus in the **Greek** financial & banking market
- Enforce Profile position in the **Nordics** and enhance cross-selling
- Footprint growth in **Anglo-Saxon** market in both sides of Atlantic
- Leverage on current **MENA** important accounts

Growth

- **Sales** increase > € 30 mil. in FY2023 (+20%)
- Total **new contracts** value in FY2023 expected at c.€90 mil., on top of €50 mil of 2022
- Increase penetration in **Large-scale Projects**: so far (Mar'23) contracted €100 mil over total of 1.1 bn procured (9%); another 0.9 bn is expected to be procured until 2025-26
- **Acquisitions** planned in following 18 months

Looking Forward

Sales & EBITDA

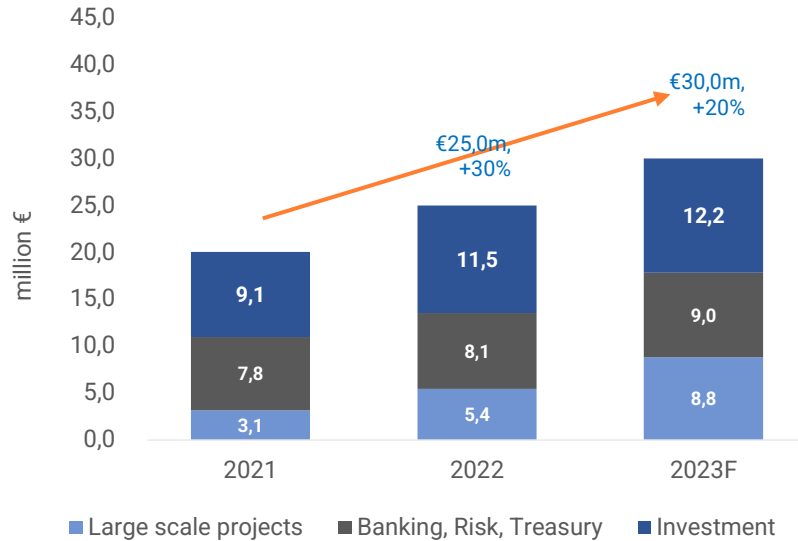


Highlights

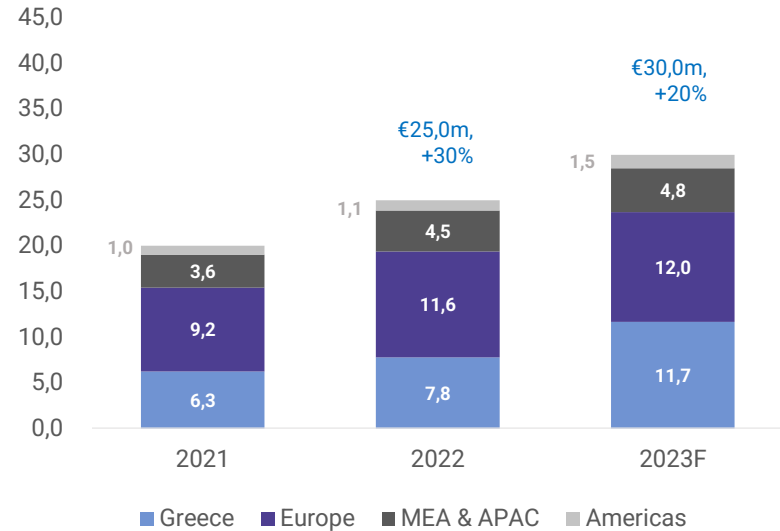
- Financial software markets are expected to double in the next 2-3 years
- Further disruption using new technologies like AI, Open API, etc.
- Cross-selling in the Nordics and increase footprint in new geographies
- Large-scale projects budgeted c.€2 bn for SW & technology; targeted projects of add €70 - 80 mil during 2023-2026
- Continue M&A

Looking Forward

Sales by Product



Sales by Region



Strategy

KPIs



Dynamic &
Growing Market Share
for 3 decades



Healthy Profitability,
R&D ~20-25%
EBITDA 27%



Value to Shareholders
Employees and
Customers

Transformation



Fintech-oriented Products,
Proprietary and New
Disruptive Technologies,
Efficient Delivery



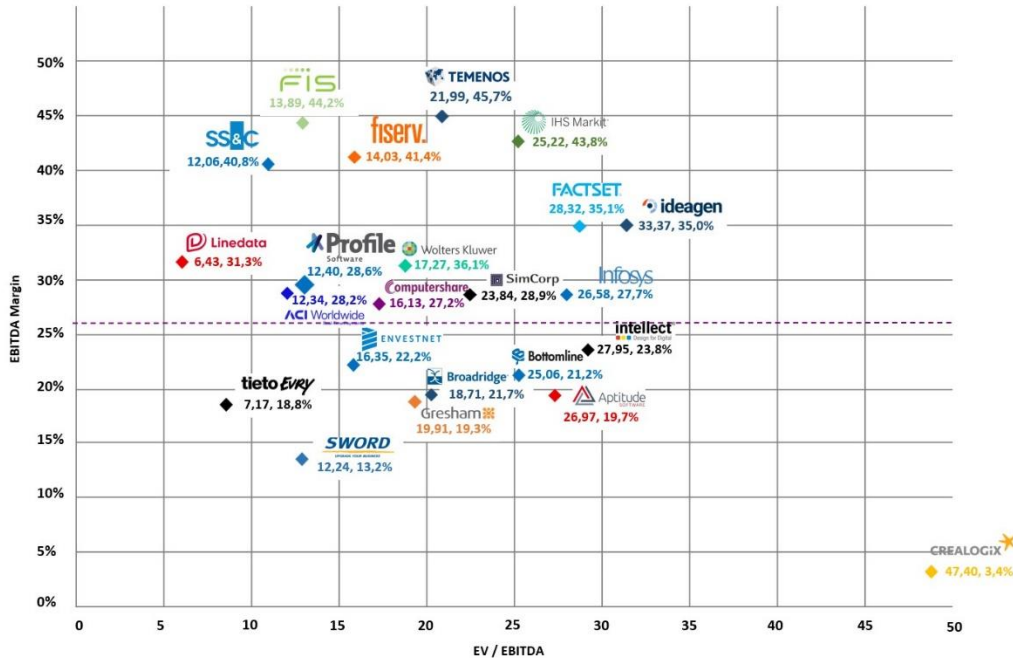
Strategic M&A in the
next 2 years,
Focused Strategy



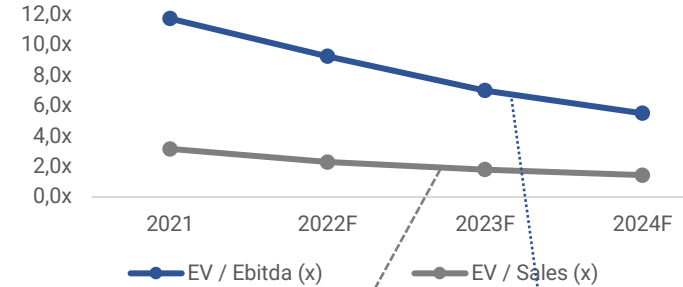
New Opportunities
(Large-scale Projects),
Competitive Positioning,
New geographies



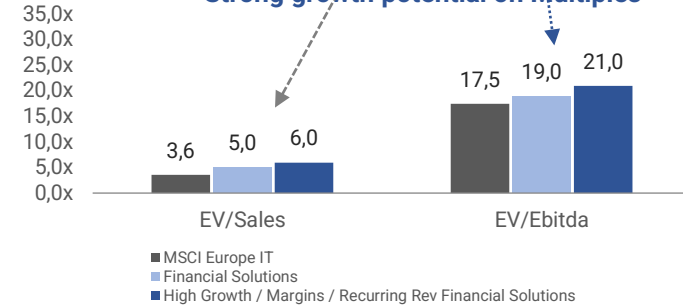
Comparative Multiples



Profile Multiples



Strong growth potential on Multiples



The logo for Profile Software features a stylized white icon of three overlapping shapes to the left of the word "Profile" in a large, bold, white sans-serif font. Below "Profile" is the word "Software" in a smaller, white sans-serif font.

Profile

Software

A hand is shown in the lower-left quadrant, with the index finger touching the screen of a smartphone. The phone is held vertically and has a glowing blue and purple light effect emanating from the point of contact. The background is dark with abstract, glowing purple and blue lines and shapes, suggesting a digital or futuristic environment.

 profiles.w.com

