

INVESTOR PRESENTATION

**SOFTWARE HOUSE
LEADER IN THE ITALIAN TREASURY MANAGEMENT MARKET**

Piteco
FINANCIAL SOFTWARE & CONSULTING

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section 1

Executive Summary

Executive Summary

PITECO is the leading Italian **Software House** for **proprietary solutions** to **Corporate Cash Management and Financial Planning** for large and mid-caps in the Industrial and Service sectors

PITECO has over **30 years** of market history and it covers **all different links** on the software value chain: R&D, project, development, implementation, sales and assistance. PITECO provides **100%** proprietary **software**

PITECO is: **Modulable** (**20 different** modules), **Integrable** (every PITECO client already works with an integrated software such as **Oracle, SAP** or **Microsoft**), **Customizable** (open architecture allows a high range of customization and differentiation of the product) and **Available for foreign markets** (PITECO's current international clients already work with the PITECO software in over **40 Countries**)

PITECO's clientele is composed of more than **650 of the biggest industrial groups, large and mid-caps** all active in a highly diversified number of sectors (Banks and P.A. excluded)

The Italian application software market is worth **€3,7bn** in 2013Y and has been growing steadily since 2011 with a **3,5% CAGR**, thus being **the biggest growing sector in the ICT world** (together with digital advertising; source: Assinform 2014 edition)

On July 1, 2015, Piteco carries out its **first extraordinary transaction** acquiring a business unit of Centro Data S.r.l.

On July 31, 2015, Piteco is officially **listed** on **AIM Italia**, the Italian Stock Exchange Market.

The **Global Offering** amounted to **€ 16.5 m** (of which € 5 m are Convertible Bonds)

Financial Statements H1 2016:

- **Revenues** €6.7 million, +10% (H1 2015: €6,1 million)
- +22% recurring revenues (compared to H1 2015)
- **EBITDA** €2.5 million, 37% of revenues (H1 2015: €2,6 million)
- **Pre-tax profit:** €2,2 million, +22% vs H1 2015, 34% of revenues
- **Net profit:** €1,8 million, +39% vs H1 2015, 27% of revenues
- **Operating Cash Flow:** €4,3 million, +58% vs H1 2015
- **NFP:** positive €1,9 million (FY 2015: negative €0,3 million)

In September 2015 the company announced that the **financial statements as of 31 December 2015 will be in accordance with International Accounting Standards (IAS /IFRS)**, one year in advance related with the commitment declared in the AIM Italia Admission Document.

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 headquarters, coordinates the activities and hosts the customer care service

The company has **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. Fourth one, **AT.PRO**,

designed for Middle and Back office management of securities portfolio

Software sales (15% of annual revenues) allow PITECO to generate significant recurring revenue 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 margin**

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



CASH MANAGEMENT



FINANCIAL PLANNING



PAYMENT FACTORY



RISK MANAGEMENT



GLOBAL LIQUIDITY MANAGEMENT



SEPA

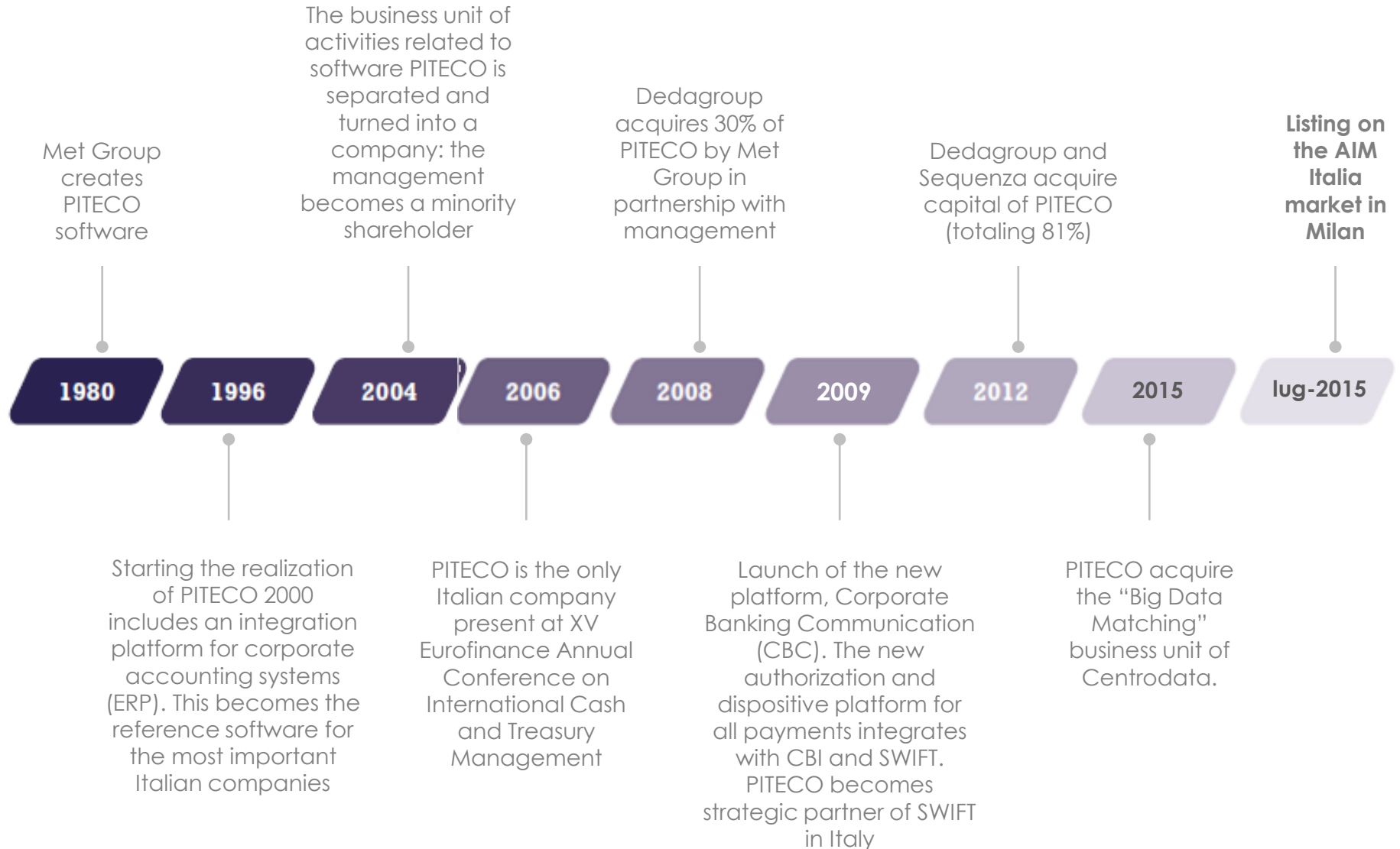


FINANCIAL SUPPLY CHAIN



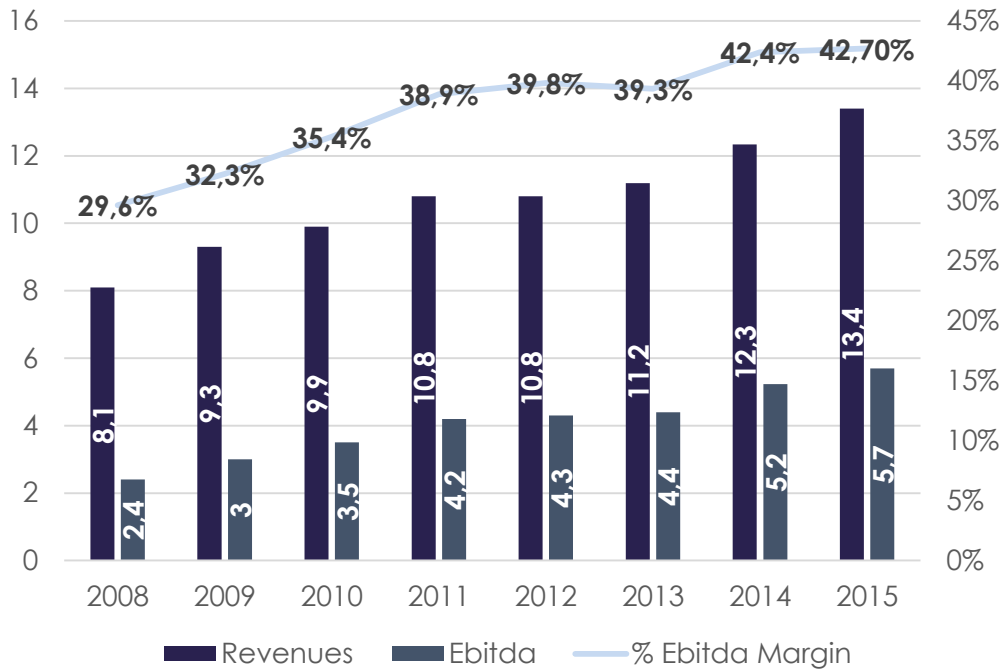
SPECIALIZED SERVICES

Storyline PITECO

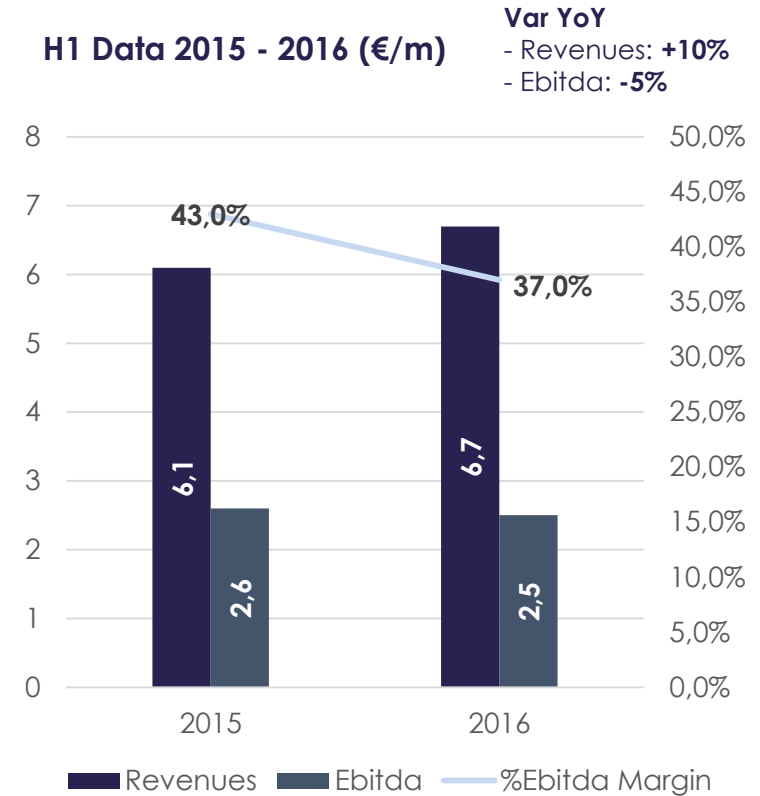


Company at a glance

Financial Data 2008-2015 (€/m)



H1 Data 2015 - 2016 (€/m)



○ PITECO software is used in more than **40 countries** in 4 different continents.

○ **3 operating locations** and **85 employees**

○ Over **650 clients**

○ New clients average: **30** per year

○ **Approximately 50% of revenue** derives from recurring fees and it's continuously growing

M&A operation

Business Unit of Centro Data

The company acquired the **Business Unit of Data Center S.r.l.** with effect from **1 July 2015**. Centro Data S.r.l. is providing solutions for financial transactions reconciliation and complex data matching. (**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.

The acquisition is the first extraordinary operation, a result of the expansion strategy that the company has listed as one of the future growth drivers.

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

Turnover 2014	€ 1.150.000
Number of employees	11
Number of Clients	50

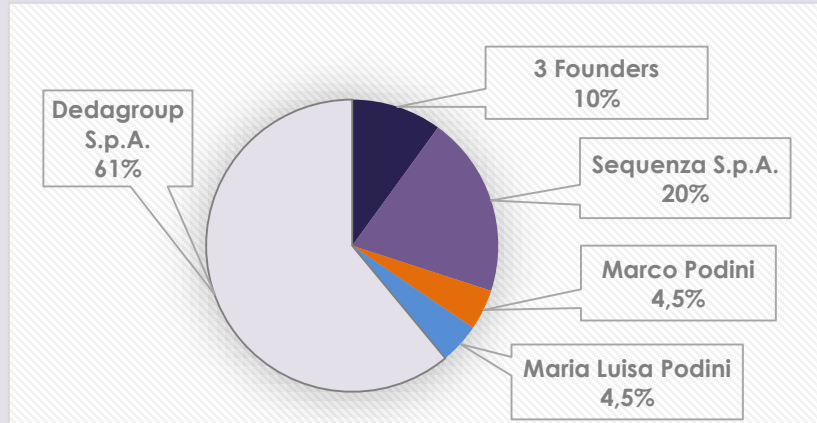


MATCH.IT
— SMART & LEAN ACCOUNTING —

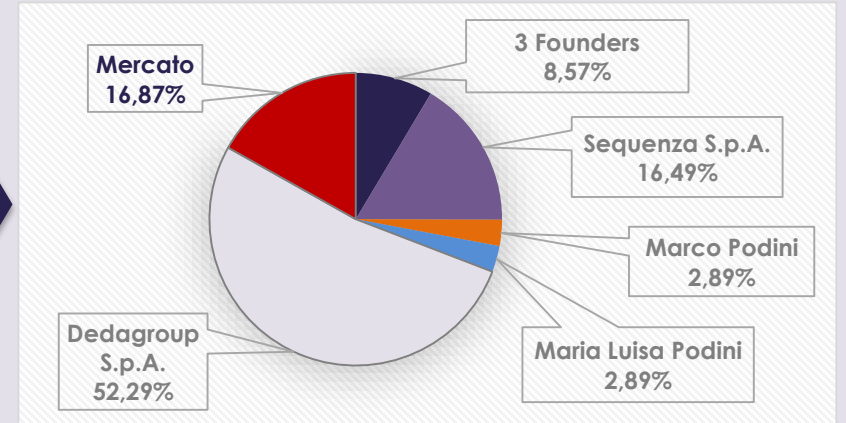


Shareholding pre-post IPO & Management

Shareholding PRE-IPO



Shareholding POST-IPO



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 CdA:

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

Future Growth Drivers

PITECO's Top Management has identified a number of Growth Drivers. The use of proceeds from the Stock Exchange Listing will boost the drivers and consequently the growth of the Company in the years to come.

(1) NEW LARGE CLIENTS

(2) NEW MODULES

(3) ACQUISITIONS (M&A)

(4) MID-MARKET

(5) NEW MARKETS (USA)

(1) **New Clients:** historically 30 new large clients are acquired on average every year and the market is more receptive year by year to innovative cash management solutions.

(2) **New Modules:** PITECO will continue investing in R&D to offer other modules on top of the existing 20.

(3) **Acquisitions on the national market:** PITECO has acquired a business unit of Centro Data. PITECO management has a pipeline of target companies suited to its business model on the Italian market.

(4) **Mid-Market:** PITECO wants to broaden its offer to companies with a turnover of € 50-100m. PITECO has a strong pipeline of more than 900 identified companies.

(5) **The USA:** This will be accomplished via the acquisition of a local company.

section 3

The PITECO software and clients



Client lifecycle

The typical client lifecycle consists mainly of 3 phases:



Acquisition: 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 about **€65.000** invoiced on cash price (€35.000 for software and € 30.000 for advisory)



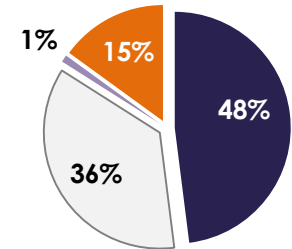
Maintenance: recurrent annual maintenance fee, on average approximately **€11.000** (showing steady growth and inflation linked) and invoiced in advance



Upgrading: 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

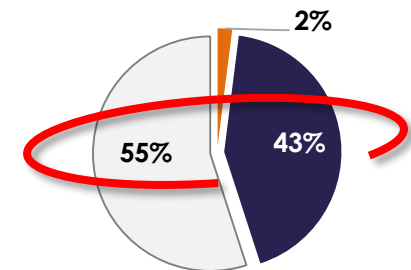
(% on 2015 sales)



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

Client type Breakdown

(% on 2015 sales)



- < € 100m
- € 100m > € 500m
- > € 500m

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:

CASH MANAGEMENT	BASE-CASH MANAGEMENT	Cash Management, Credit management and sensitivity analysis.
	HOME BANKING	Automatic reconciliation of banking transactions.
	MANAGEMENT SALES STORES	Management of banking transactions per sales store, both in an accounting and forecasting manner.
	ACCOUNT RECEIVABLES	Collection of customer invoices in the accounting system.
	PORTFOGLIO EFFECTS	Active management of portfolio effects.
	TARDE PAYABLES	Accounting and financial process management for payments to suppliers.
SOURCES AND APPLICATION OF FUNDS	FINANCING & DEPOSITS	Analysis of accounts receivables and deposits towards clients or intercompany and sensitivity analysis.
	MORTGAGES & LEASING	Mortgages and lending management with amortisation schedule and control of payments.
	FACTORING	Credit management.
FINANCIAL CONTROL AND RISK MANAGEMENT	SURETIES	Management of various types of commitment and guarantee (bond, mini-bonds, derivatives, commercial contracts)
	CREDIT OPTIONS	Credit management for personal details, type of use and cost, and calculation of commission.
	LETTERS OF CREDIT	Import-export documentary credit management.
	FINANCIAL RISK MANAGEMENT	Gestione delle operazioni di copertura dal rischio cambio e tasso .
	FINANCE INTELLIGENCE	Management of currency and exchange rate risk of hedging operations.
	GLOBAL FINANCIAL REPORTING	Advanced tool for management of the financial reporting.
ECONOMIC & FINANCIAL PLANNING	CENTRALISED TREASURY	Management of the different centralisation structures, including management of mixed assessment scenarios.
	ECONOMIC-FINANCIAL PLANNING	Integrated capabilities for the planning 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.

App CBC:



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

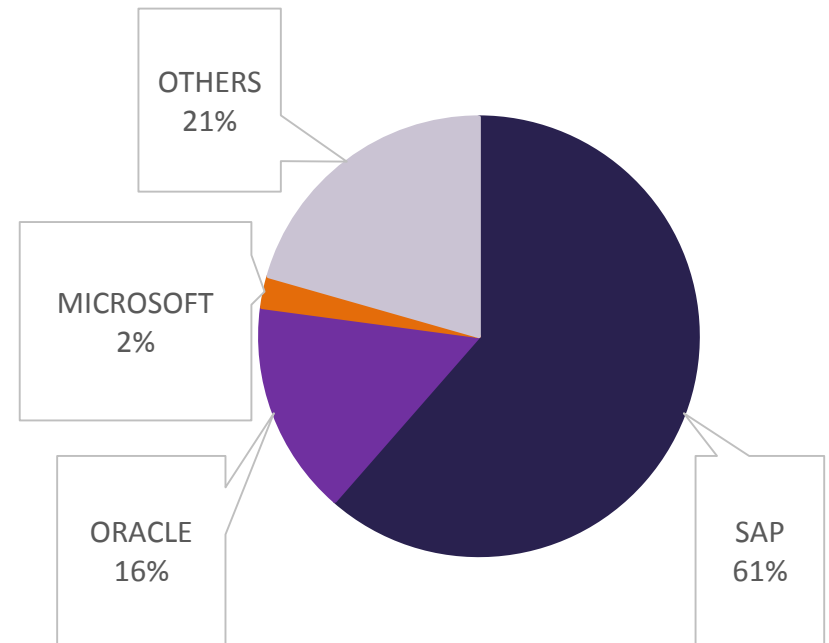
- Ability to perform profitability analysis and simulations oriented to decisional management.

Standard and non-standard reporting

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

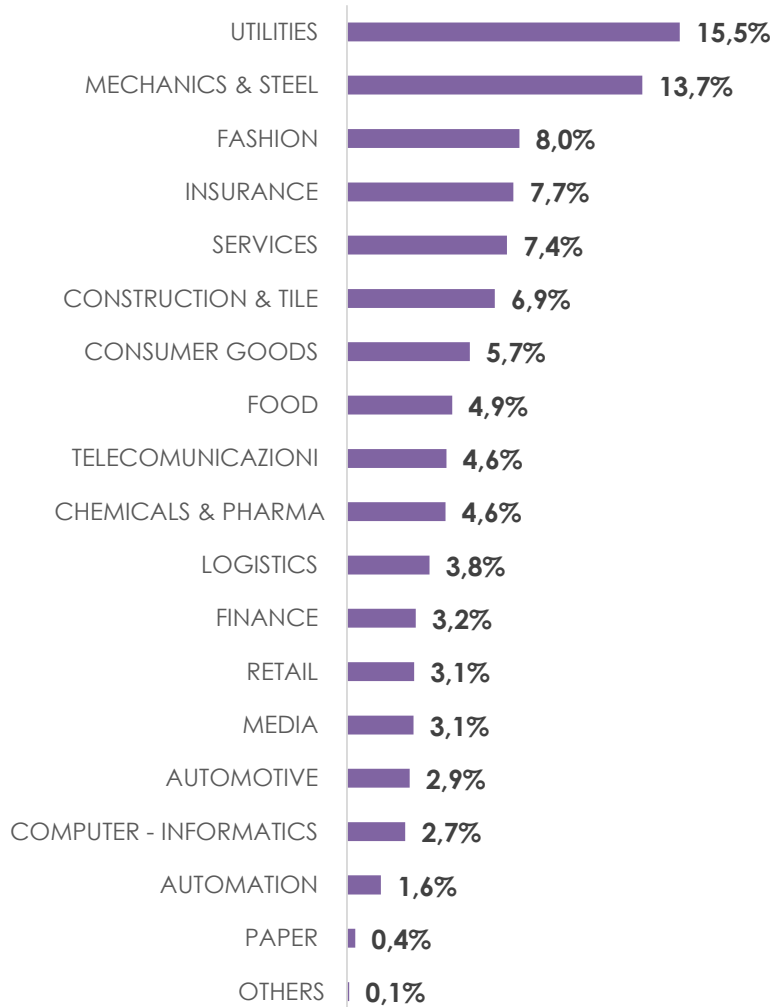
PITECO in refer to the Market

- PITECO currently counts more than 650 clients well-distributed across all industries
- 98% of customers have a turnover > € 100m
- Over 50% of turnover comes from maintenance contracts. The first 10 customers by size of contract account for about 7% of PITECO's total sales
- 100% of PITECO's clients already employ a management software
- The three main management software tools (SAP, Oracle and Microsoft) count for approximately a steady 80%

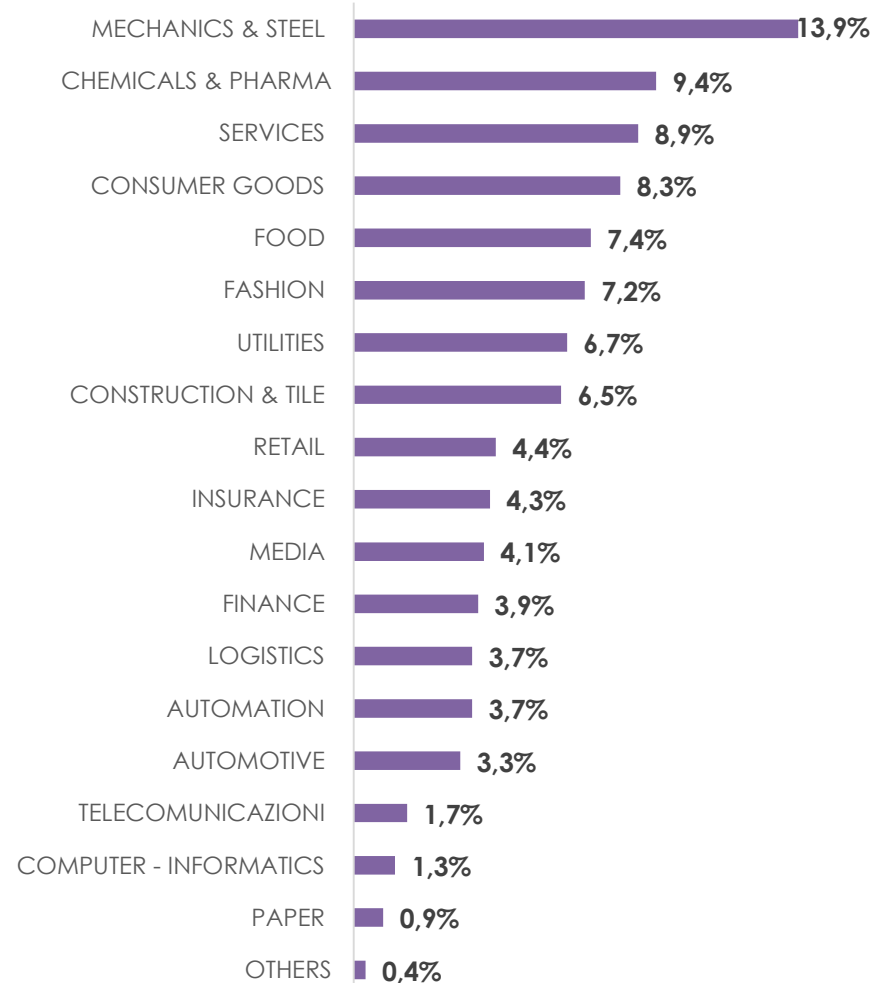


PITECO distribution per business sector

Breakdown of **Piteco turnover in 2015** per business sector



Breakdown of **Piteco clientele in 2015** per business sector



Example of Clients

UTILITIES



MECHANICS / STEEL



FASHION



CONSTRUCTION



FOOD & BEVERAGE



SERVICES



TLC



RETAIL



CHEMISTRY



CONSUMER



LOGISTICS / TRANSPORT



INSURANCE



AUTOMOTIVE



MEDIA



AUTOMATION / PAPER



FINANCE



section 4

Market and Players by sector

Market sub-segments: management application software

SOFTWARE MARKET: € 5.475 million (2014 – 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 (ie. the treasury, warehouse management), creation of software, and optimisation of computer processes.

MANAGEMENT APPLICATION SOFTWARE: € 3.775 million

ACCOUNTING
SOFTWARE

STORAGE
SOFTWARE

PRODUCTION
SOFTWARE

BUDGETING
SOFTWARE

**MANAGEMENT &
FINANCIAL ANALYSIS
SOFTWARE**

TREASURY SOFTWARE

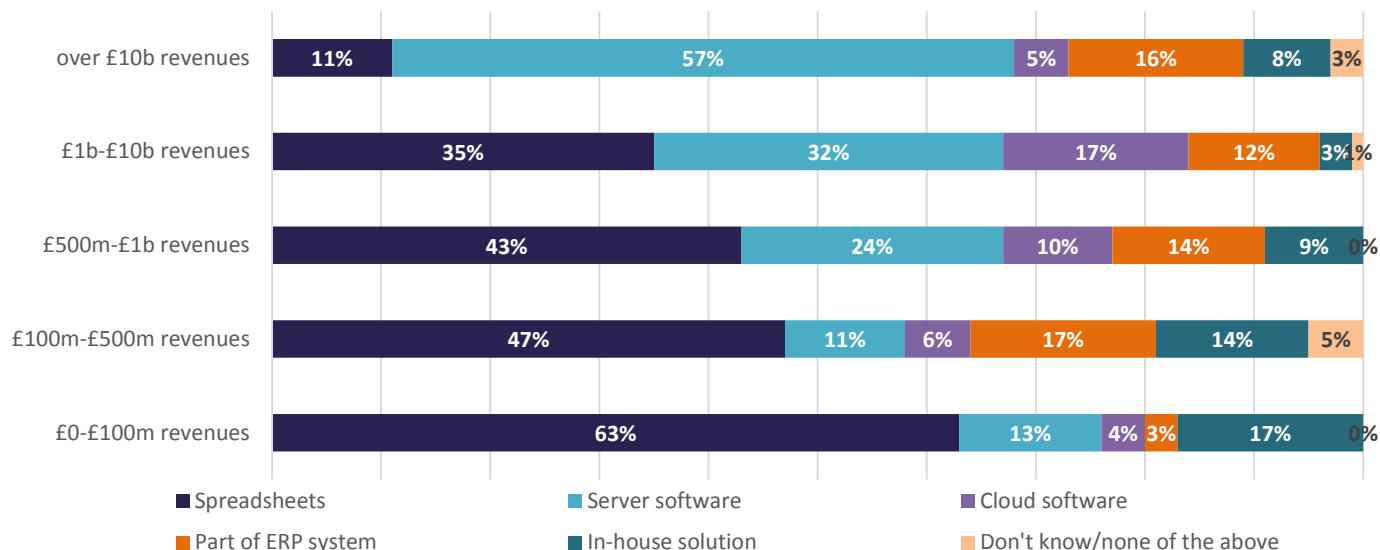
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Projected Growth in the Treasury and Risk application market

- Despite the need of a more customised Treasury system, the 42.7% of UK companies still use spreadsheets as the primary tool for managing their treasury operations.
- Server-installed treasury workstations remain the second most used overall, at 26%, with 12% using their company's ERP treasury module, and 10% using a cloud / software-as-a-service (SaaS) based Treasury Management System (TMS).

Source: Kyriba Corporation and Association of Corporate Treasurers, 2014

Chart 1. Primary tool used by companies to manage their treasury

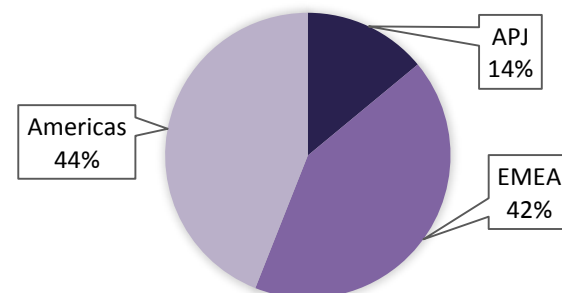


- In terms of geographic breakdown, the Americas, with revenues of \$922mn (global stake of 43.8%) is the largest TMS market, followed by EMEA with revenues of \$887mn (42.2% share), while Asia Pacific and Japan is the smallest market with \$294mn in revenues (14.0% share).
- As far as the future expected growth rates are concerned, the Americas are forecasted to reach \$1.2bn turnover value in 2018E i.e. a 5.2% 2013-18E CAGR; EMEA should reach \$1.1bn (3.6% 2013-18E CAGR) while Asia/Pacific (including Japan) is forecasted to grow to \$413mn (7.0% 2013-18E CAGR).

Chart 2. Worldwide Treasury and Risk Management applications expected revenues by region, 2013 – 2018E

(US\$m)	2013	2014	2015	2016	2017	2018	2013 Share	2018 Share	2013-18E CAGR
Americas	922	960	1,002	1,060	1,124	1,189	43.8%	44.6%	5.2%
EMEA	887	901	949	969	1,004	1,061	42.2%	39.8%	3.6%
APJ	294	309	317	352	384	413	14.0%	15.5%	7.0%
Total	2,013	2,170	2,268	2,381	2,512	2,663	100.0%	100.0%	4.8%
Growth (%)	4.3%	3.2%	4.5%	5.0%	5.5%	6.0%			

Chart 3. Worldwide Treasury and Risk Management applications revenues breakdown by region, 2013 (Total: \$ 2.1b)



Source: IDC, July 2014

section 5

Listing on the AIM Italy market

Listing on the AIM Italy Market

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

ISSUED INSTRUMENTS

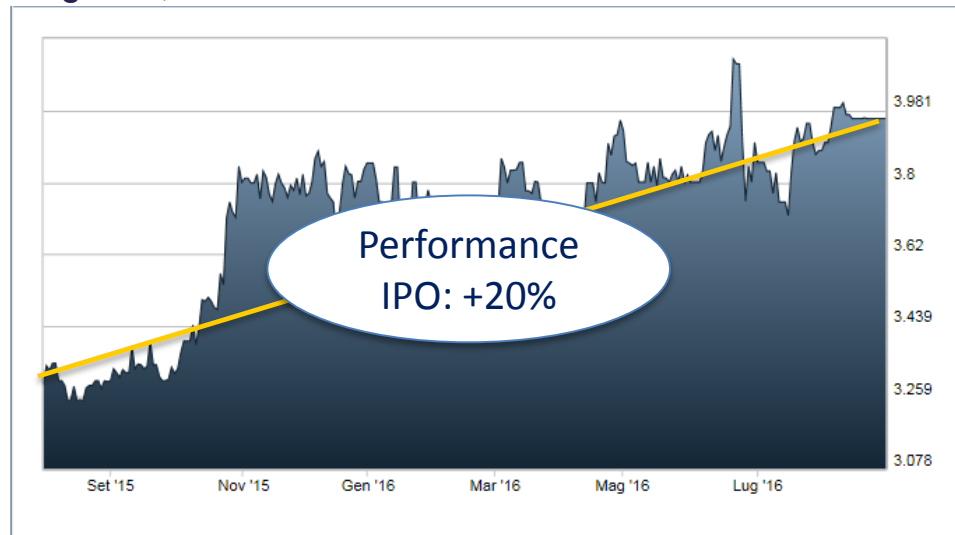
Stock

ISIN code	IT0004997984
IPO value	€ 3,30
Value at 31 Aug 2016	€ 3,96
Collection Equity	€ 11,5 m
Capitalisation	€ 71,8 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 August 31, 2016



Compared to FTSE AIM Italia



section 6

H1 report presentation

Income Statement IFRS/IAS H1 2016/H1 2015

PROFIT AND LOSS	H1 2016	% on turnover	H1 2015	% on turnover	2016/2015	% 2016/2015
Net Sales Revenues	6.547.029	98%	5.923.264	97%	623.765	11%
Other Revenues	163.643	2%	163.606	3%	37	0%
Work in Progress (change)	-5.885	0%	7.111	0%	-12.997	-183%
TURNOVER	6.704.786	100%	6.093.981	100%	610.805	10%
Raw Materials	61.012	1%	40.429	1%	20.583	51%
Services	1.200.189	18%	916.749	15%	283.440	31%
Personnel Costs	2.976.484	44%	2.525.971	41%	450.513	18%
Other Costs	5.670	0%	15.655	0%	-9.985	-64%
EBITDA	2.461.432	37%	2.595.177	43%	-133.746	-5%
Depreciation and Amortization	124.559	2%	58.558	1%	66.001	113%
EBIT	2.336.872	35%	2.536.620	42%	-199.747	-8%
Financial Incomes (Costs)	-184.759	-3%	-368.854	-6%	184.095	-50%
Extraordinary Incomes (Costs)	95.501	1%	-324.276	-5%	419.777	-129%
EBT	2.247.615	34%	1.843.490	30%	404.124	22%
Tax	463.864	7%	559.779	9%	-95.915	-17%
NET PROFIT (Loss)	1.783.750	27%	1.283.711	21%	500.039	39%

Net Sales Revenues highlighting an increase of 11%, compared to H1 2015, due to the increase of recurrent maintenance fees, software licenses and services

EBITDA margin amounted to 37% compared to 43% of H1 2015, due to investments aimed to penetrating new markets and strengthening of internal structure to support global growth

EBT of €2,2 million, recorded an increase of 22%. The margin increased to 34% thanks to financial expenses reduction

Net Profit increased of 39%, also thanks to the introduction of Patent Box and Super Ace tax regimes.

IFRS/IAS Balance sheet H1 2016/FY2015

BALANCE SHEET	H1 2016	FY2015
Tangible Assets	1.397.167	1.420.807
Intangible Assets	747.800	830.815
Goodwill	27.690.778	27.690.778
Other Financial assets	12.857	14.497
Tax Accounts	121.430	97.721
Total non current assets	29.970.033	30.054.619
Work in progress	147.753	153.638
Trade and other receivable	5.132.209	4.319.496
Tax receivables	8.528	8.445
Other receivables	32.368	40.600
Cash and Deposits	11.611.571	10.198.104
Accrued revenues & prepaid expenses	338.611	125.567
Total current assets	17.271.039	14.845.850
TOTAL ASSETS	47.241.072	44.900.469
Share Capital	18.125.500	18.125.500
Reserves	7.057.067	5.443.732
Profit (loss) previous years + reserves FTA/IAS	2.318.374	2.383.770
Profit (loss) of the year	1.783.750	3.425.884
Total Equity	29.284.691	29.378.887
Convertible Bond	4.531.744	4.483.833
Bank Debts over 12 months	3.477.774	4.341.306
Severance pay and other funds	1.209.082	1.109.629
Other non current Funds	47.024	43.332
Deferred Tax	137.466	135.704
Total non current Liabilities	9.403.091	10.113.804
Bank Debts within 12 months	1.724.503	1.719.787
Accounts payable	564.713	405.231
Tax Debts	301.254	294.660
Other current Debts	3.023.018	2.735.089
Accrued liabilities and deferred incomes	2.939.802	253.011
Total current Liabilities	8.553.291	5.407.778
TOTAL LIABILITIES	47.241.072	44.900.469

IFRS/IAS Net Financial Position H1 2016/FY2015

NET FINANCIAL POSITION	H1 2016	FY 2015	2016/2015 % 16/15	
Deposits	11.611.458	10.197.658	1.413.800	13,90%
Cash and equivalentents	113	446	-333	-74,80%
CASH	11.611.571	10.198.104	1.413.467	13,90%
Bank Debts within 12 months	-1.724.503	-1.719.787	-4.716	0,30%
Debts to other lenders within 12 months	0	0	0	
Current Financial Position	-1.724.503	-1.719.787	-4.716	0,30%
Current NET Financial Position	9.887.068	8.478.317	1.408.751	16,60%
Long Term Financial Credits	9.557	9.557	0	0,00%
Bank Debts over 12 months	-3.477.774	-4.341.306	863.532	-19,90%
Debts to other lenders over 12 months	-4.531.744	-4.483.833	-47.911	1,10%
Non Current Financial Position	-7.999.961	-8.815.582	815.621	-9,30%
Net Financial Position	1.887.107	-337.265	2.224.372	-659,50%

Cash Flow Statement IFRS/IAS H1 2016/H1 2015

CASH FLOW STATEMENT	H1 2016	FY2015
EBIT	2.432.374	5.462.758
Taxes paid	-479.300	-1.145.651
NOPAT	1.953.073	4.317.107
Depreciation and amortization	124.559	256.153
Total changes N.W.C.	2.124.203	-420.171
Total changes in funds	103.146	80.138
Operating Cash Flow	4.304.981	4.233.227
Capex	-17.904	-1.301.603
Free Cash Flow to Firm	4.287.077	2.931.624
Extraordinary Incomes (Costs)	0	-322.595
Interest paid	-184.759	-584.729
Free Cash Flow Before Debt Repairment	4.102.318	2.024.300
Loan Repairment	-810.905	-1.348.719
Equity changes	-1.877.946	7.671.096
Free Cash Flow to Equity	1.413.466	8.346.677
Cash beginning of the year	10.198.104	1.851.427
Cash at the end of the year	11.611.570	10.198.104

PITECO consultants

Financial Advisor	
Nomad	
Specialist & Corporate Broker	
Auditor	
Legal Advisor	
Governance Advisor	
Tax Advisor	
Investor Relator	



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