



Innovative Software Solutions

Full Year 2024 Financial Results

April 2, 2025



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Agenda

Overview

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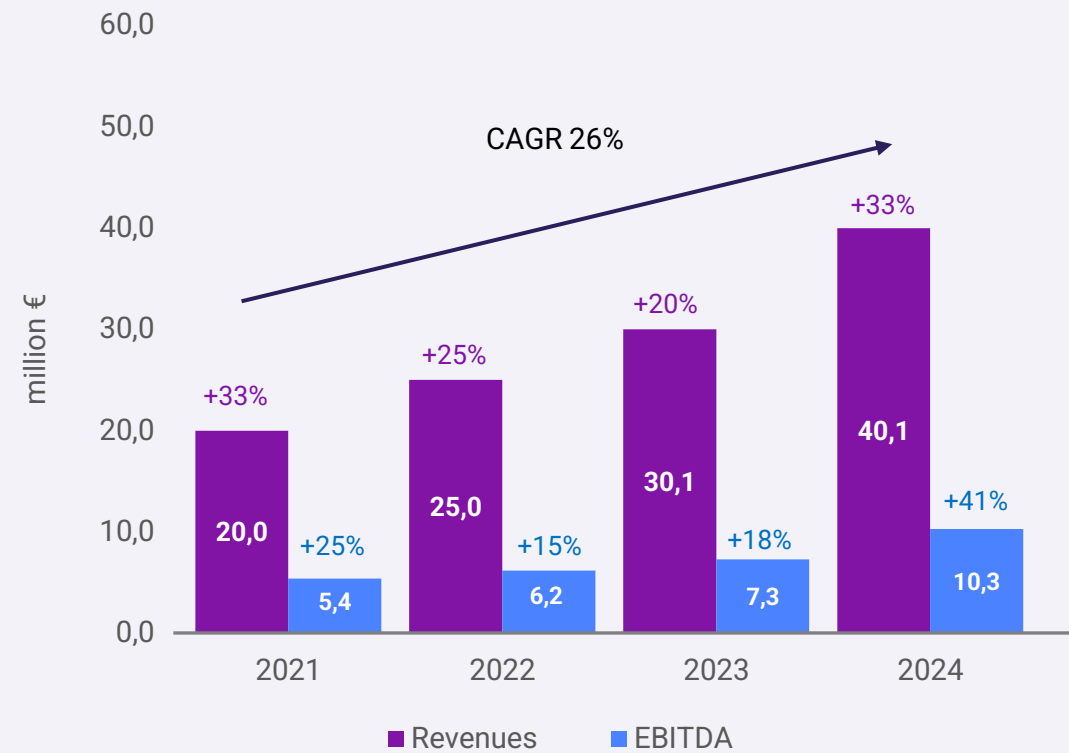
Overview



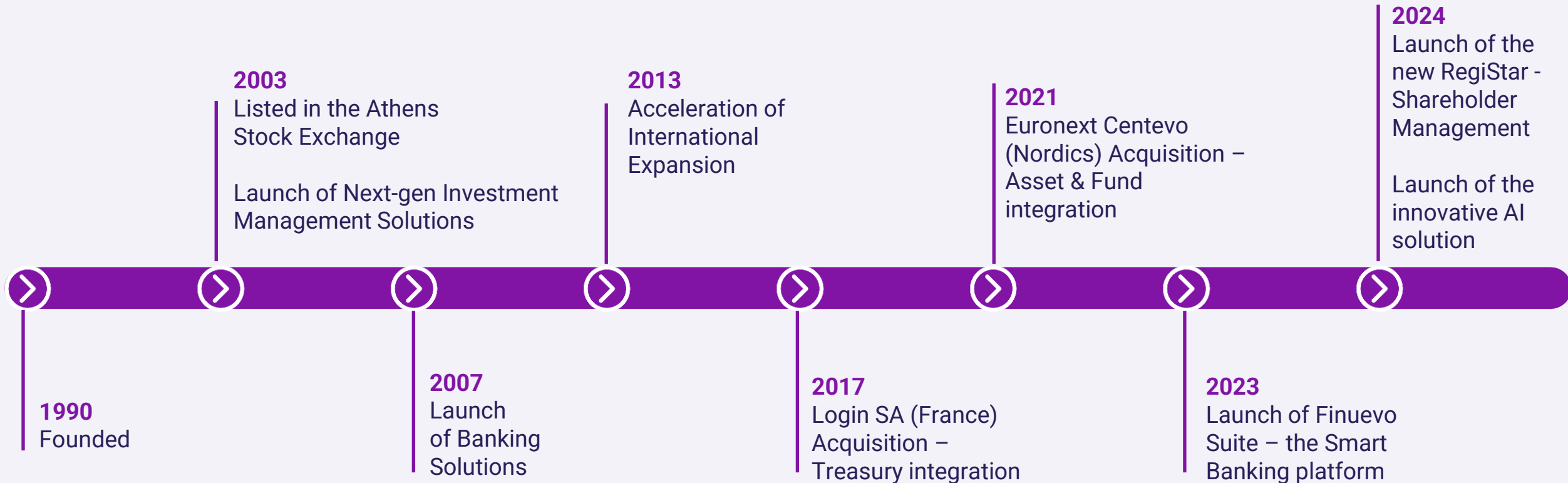
About us

<p>Established in 1990</p> <hr/> <p>As a specialized software solutions provider</p>	<p><u>Growth</u> :</p> <p>2.0x in Revenues and EBITDA</p> <p>2.5x in Net Profits since 2021</p>
<p>Addressing to the Investment Management and Banking industries</p>	<p>Acquisitions: 2</p> <hr/> <p>Offices: 11 in key financial centers</p>
<p>AuM: > € 2 trillion</p>	<p>Employees: c.300</p>
<p>Clients: >300</p>	<p>Digital Finance Awards 2024</p>
<p>Countries: 50</p>	<p>Gartner 2024: Top 15 quadrant / 10th European vendor</p>

Financial Performance



Key Milestones



Solutions portfolio

Investment management solutions



Wealth management

Custody

Asset and Fund management

Shareholders management

Banking solutions



Digital banking

Core banking

Treasury management

Risk management

Large-Scale solutions



Workflow / Doc. Mgt systems

Software Platforms & Onboarding

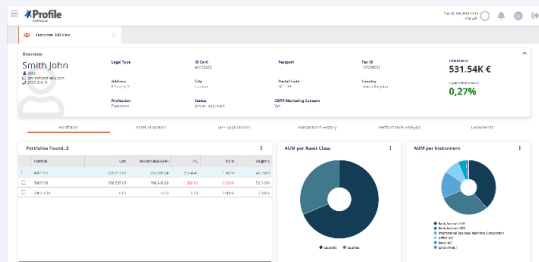
Payments & Pension systems

Debt & Properties mgt

Investment management solutions

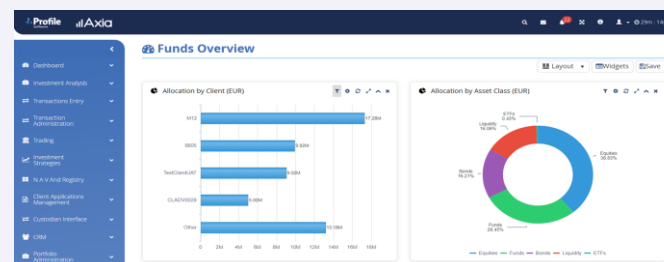
Wealth Management

- Performance analysis & risk metrics
- Asset allocation
- Strategies & investment proposals
- Robo advisory
- Trade order management
- Consolidated reporting
- Conversational voice
- Meetings organizer
- Documents intelligence



Asset & Fund Management

- Funds management & admin
- Compliance & Reporting
- Business process outsourcing
- End clients' portal
- Onboarding, KYC

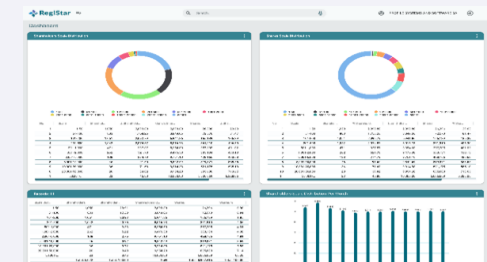


Custody

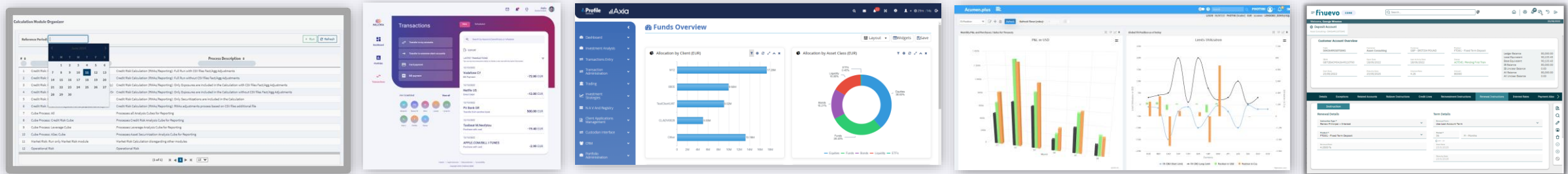
- Full STP: SWIFT Messages & Automations
- Matching (2,3,4-way)
- Settlements Flow
- Corporate Actions
- Custody Fees / Billing
- Scheduled Reporting

Shareholders Management

- Covers all regulatory obligations
- Shareholders' general meeting (physical & digital) and remote voting operations
- Combines shareholders transactions with historical data
- Reporting



Banking solutions



Digital Banking

- Onboarding, KYC
- Quick implementation
- Mobile first
- Any Device / Platform
- Easy journeys
- Expandable & Scalable
- Digital Investments Hub
- Conversational voice
- Documents intelligence

Core Banking

- Powerful Banking End-to-End
- Any kind of Loans, Deposits, Payments mgt, Tellers' mgt, Branches mgt, etc.
- Embedded Workflow Automation Platform (zero code)
- Digital & Traditional banks, EMIs, MFIs, Fintech's

Treasury Management

- Full front-to-back-to-risk
- Banking & Corporate treasury
- Easy to use
- Supporting all Markets
- Interbank Business & Client Segments
- Holistic and Realtime monitoring
- Seamlessly integrated with any Core Banking system & ERP

Risk Management

- Regulatory Compliance
- Calculations & Reporting
- COREP-Credit, Operational & Market Risk
- Automation in FINREP
- Flexibility and Auditability
- Quick plugin to any banking environment

fhuevo DIGITAL

fhuevo suite

fhuevo CORE

Acumen.plus

RiskAvert

Cutting-Edge AI & Fintech Innovation

Predictive

Tell me what happened and what to do

Generative

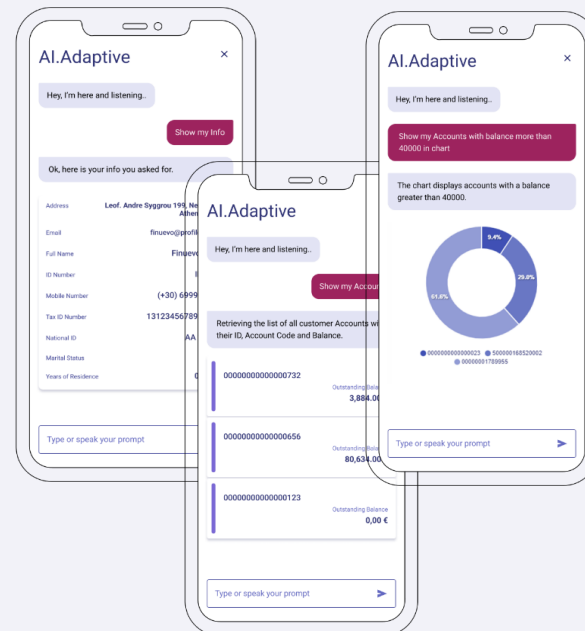
Help me do the job

Autonomous

Just do it for me

AI.Adaptive

- Text to info
- Conversational AI
- Document intelligence



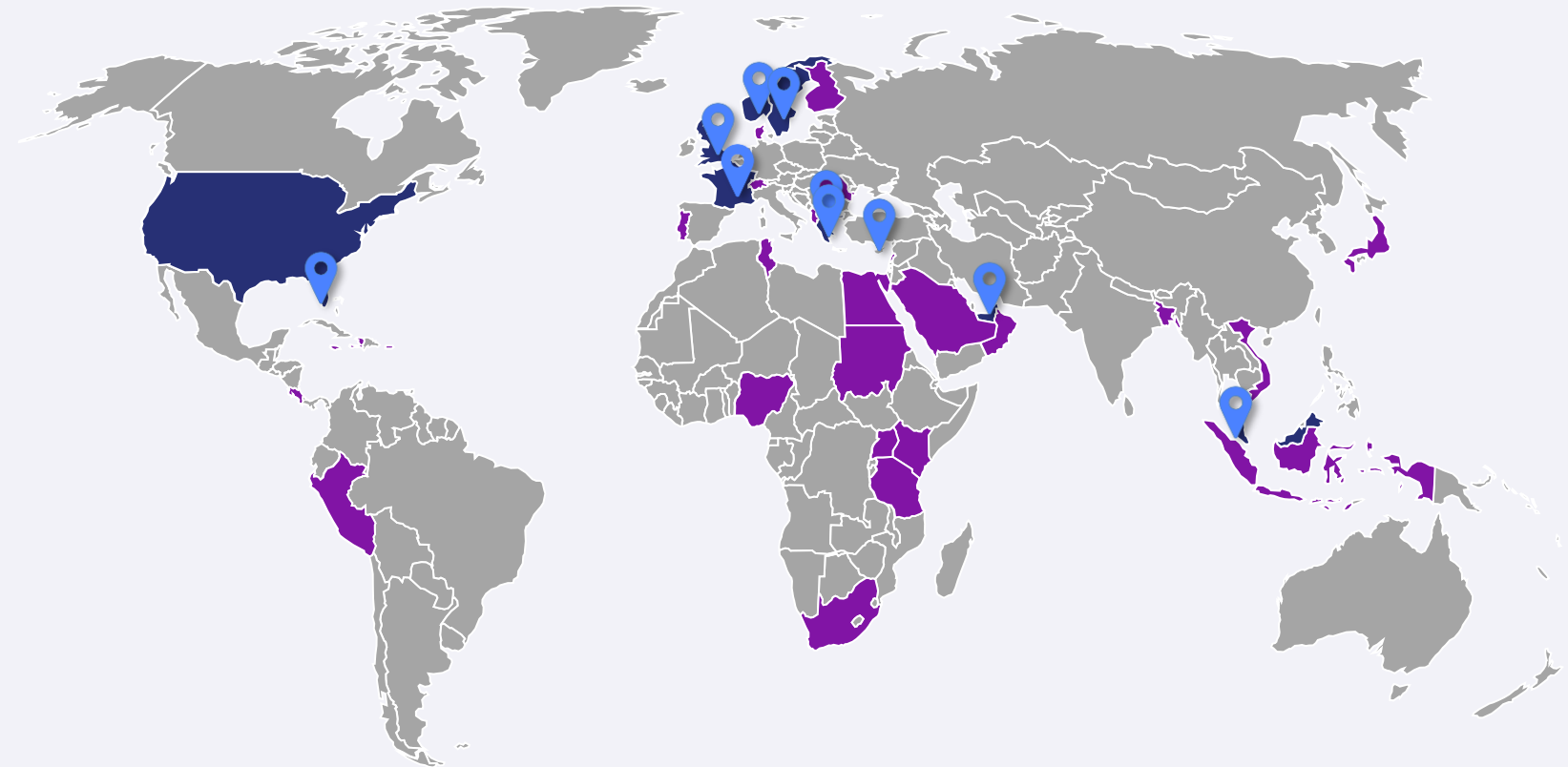
Popular use-cases

1. **Organize** metadata and generate multi-source reports
2. **Auto-categorize** unstructured text/voice information
3. **Enhance** meeting prep with comprehensive client insights (combines clients' history, preferences & trends)
4. **Ensure** compliance by automatic documents' gap analysis (DORA, GDPR, Cybersecurity)
5. **Streamline** contract creator & management
6. **Simplify** onboarding and KYC/KYB
7. **Automate** Investment advisory
8. **Efficient** document and complaint handling
9. **Optimize** back-office operations (e.g. for Funds administrators & Custodians)

Presence in 50+ countries

Entities in 11 Key financial centers









- Athens (HQ)
- Thessaloniki
- Patras
- London
- Paris
- Stockholm
- Oslo
- Dubai
- Nicosia
- Miami
- Singapore



● Offices ● Presence

Industry Recognition

Recognised among the top global solutions providers

AWARDS				REPORTS	
 <p>Gartner® Magic Quadrant™ Retail Core Banking Systems, Europe</p>	 <p>AI & Data Awards 2025 Best Natural Language Processing Solution</p> <p>AI & Data Awards 2025 Best Generative AI Solution</p>		 <p>Global FinTech Innovation Awards 2024 Best Investment & Fund Management</p> <p>Global FinTech Innovation Awards 2024 Best Digital Lending Implementation</p>		 
 <p>Global Private Banker Best Investment Management Platform for a Private Bank</p>	<p>DiGiTAL FiNANCE AWARDS</p> <p>Digital Finance Awards 2024 Grand Award - Digital Banking Provider of the Year</p> <p>Digital Finance Awards 2024 Best Digital Platform</p> <p>Digital Finance Awards 2024 Best Consumer / SME Lending Digital Initiative</p>		 <p>WealthTech100 Report Most Innovative Companies 2024</p>	 	

Competitive Landscape in Financial Solutions

Investment Management Software

Wealth Management


Custody Management





Fund Management


Shareholder Mgmt / Investor Comms





Banking Software

Digital & Core Banking

Treasury Management

Risk Management



Indicative Clientele

Europe



MEA, APAC



Americas

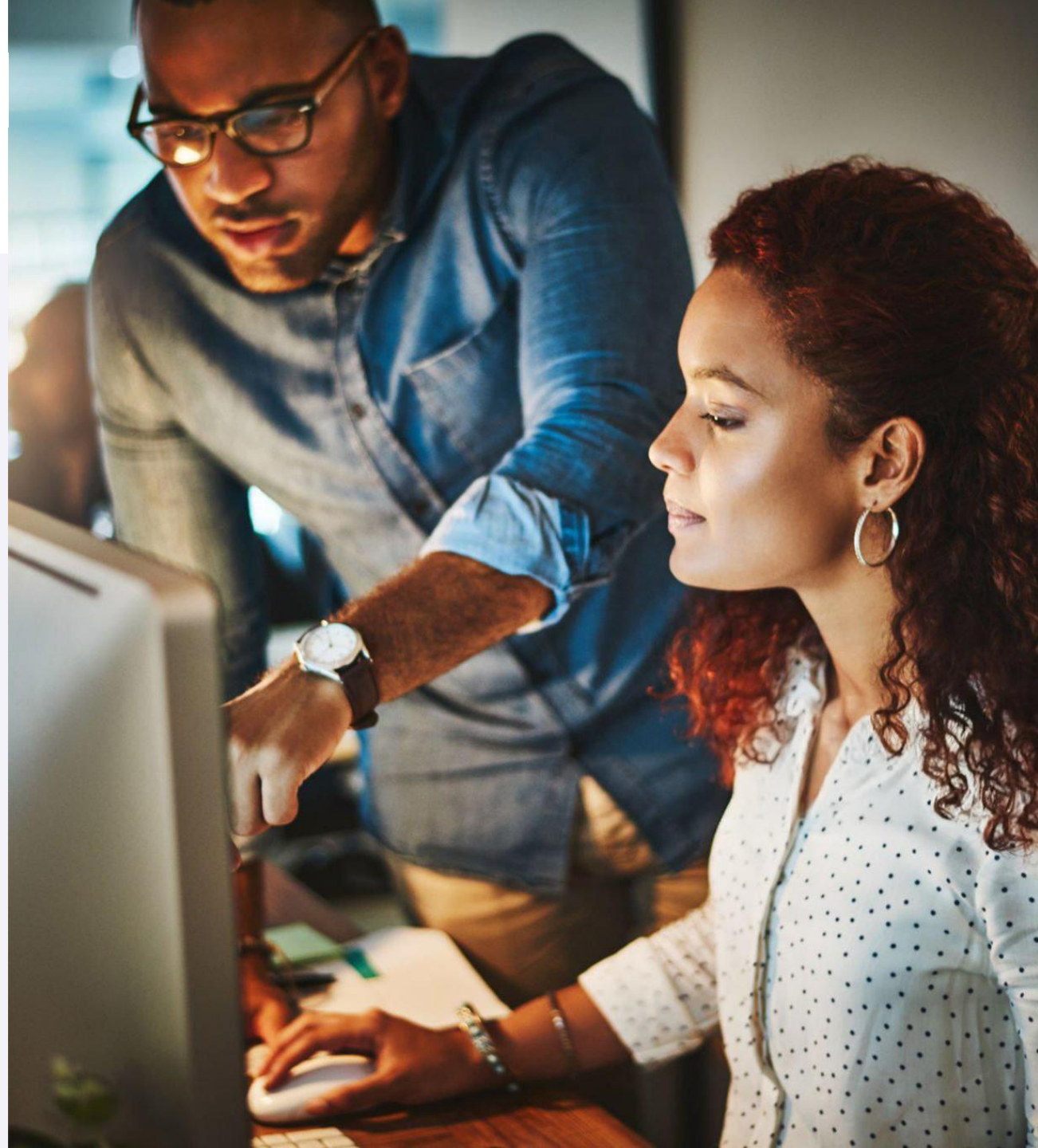


Client testimonials

Danske | **Bank**

“This partnership is a testament to our dedication to providing strong investment products, supporting customers following local market standards, and we are enthusiastic to work closely with them”.

Morten Rasten, Executive Director, Danske Invest Management A/S - Denmark



Client testimonials

BOV

Bank of Valletta

“This platform marks a significant advancement in our Investment Services and will provide our clients with a unique and enhanced experience”.

Simon Azzopardi, Chief Personal & Wealth Officer, Bank of Valletta - Malta



Client testimonials



“Implementing Profile’s Finuevo Suite marks a significant milestone in our digital transformation journey.”

*Terry-Ann Graver, COO,
First Global Bank – Caribbean region*



Client testimonials



“Every employee can see through the MyTEKA application that this ‘piggy bank’ is filled month by month, year by year, thanks to the transparent digital infrastructure.”

Kyriakos Mitsotakis, Prime Minister - Greece





Financials



2024 Key Financial Highlights

Delivering on our strategy

Revenues
€ 40.1 m

Recurring Revenues
+18%

New Contracts
42

New Contracts Value
€ 35 m

EBITDA
€10.3 m
+41%

Cash
€ 21.2 m

Growth
+33%

New Revenues
+55%

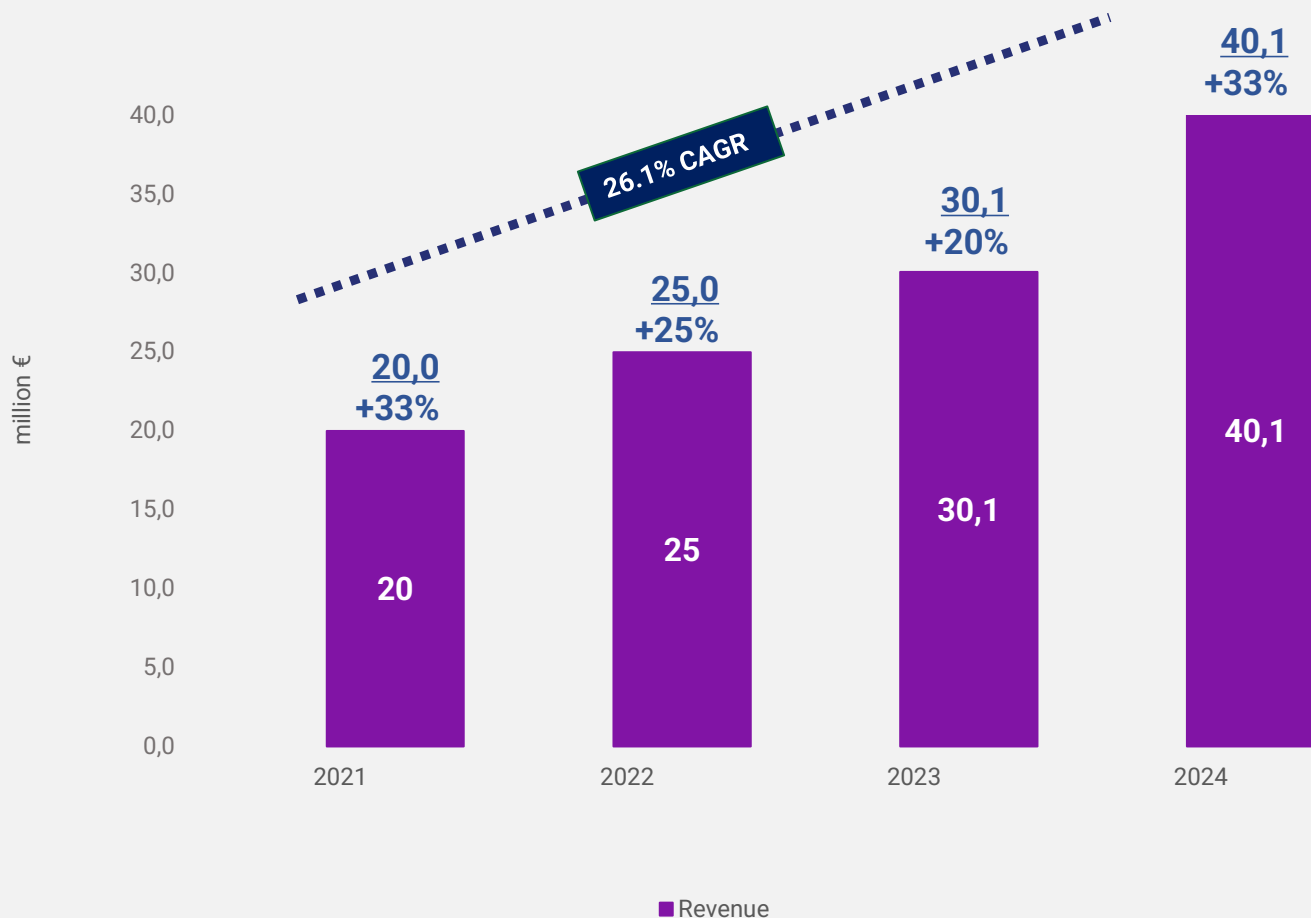
New Clients
26

Backlog
€ 130 m

Net Income
€ 5.6 m
+45%

Debt / EBITDA
0.9x

Strong Revenue Growth



Key drivers in 2024:

New Revenues +55%

- High demand for technology solutions
- Improving value & quality solutions for clients
- Replacements of legacy systems
- New products launch & significant upgrades
- Up/Cross-selling
- Nordics, Asia, Africa, M.East, Caribbean

Recurring revenues +18%

- Trend towards SaaS & Managed services
- Backlog contracts signed in prior years
- Customized services sales & annual fees
- New sales growth generates future recurring

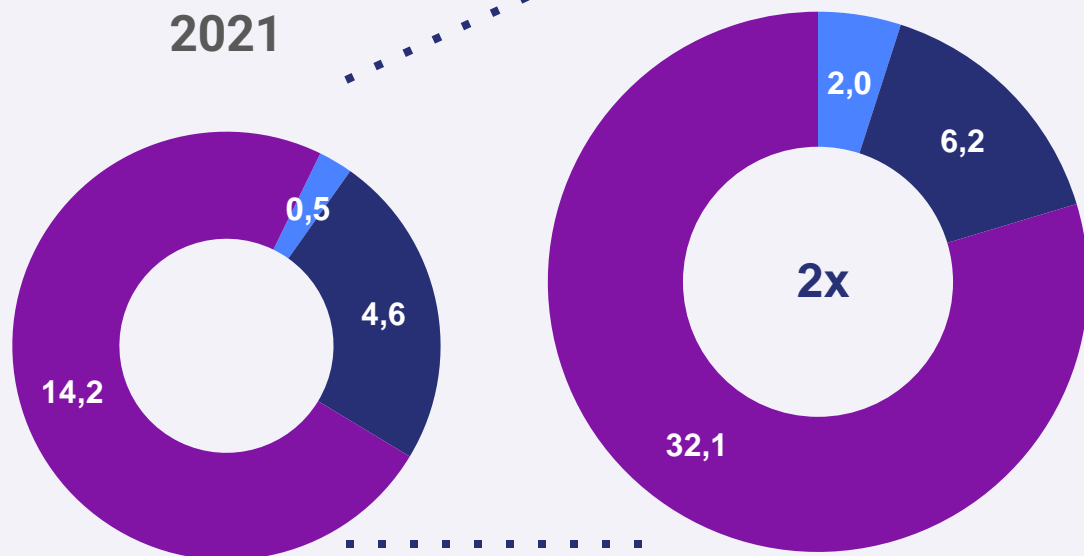
Revenue breakdown

€m

Revenue by Geography

2024

2021

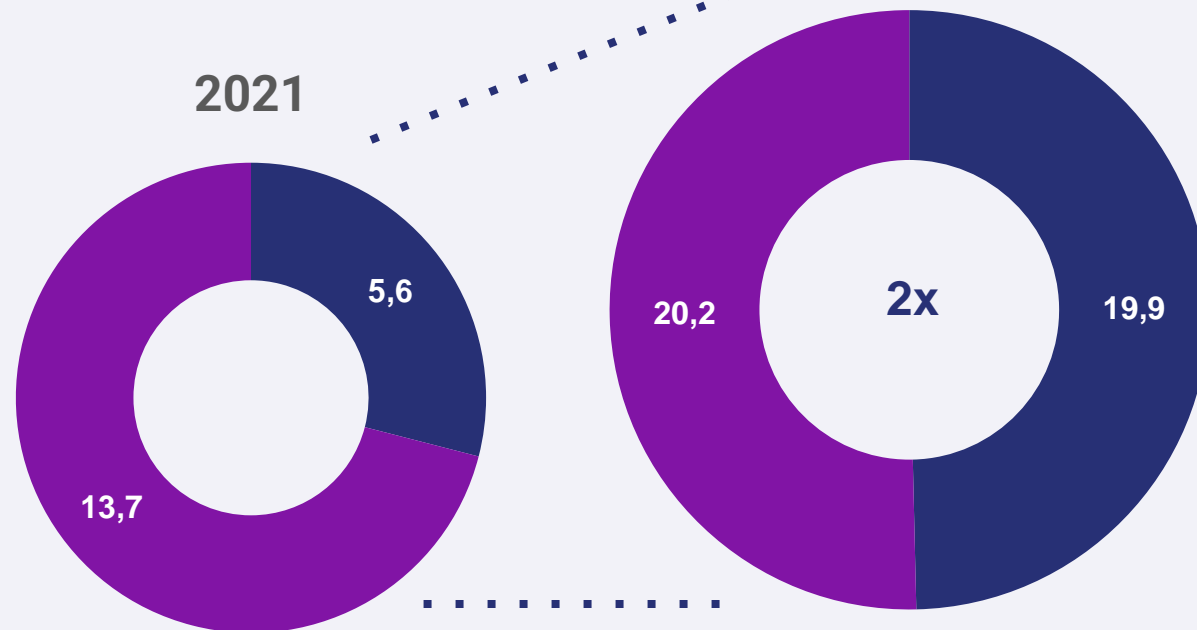


● Europe ● MEA & APAC ● Americas

Revenue by type

2024

2021

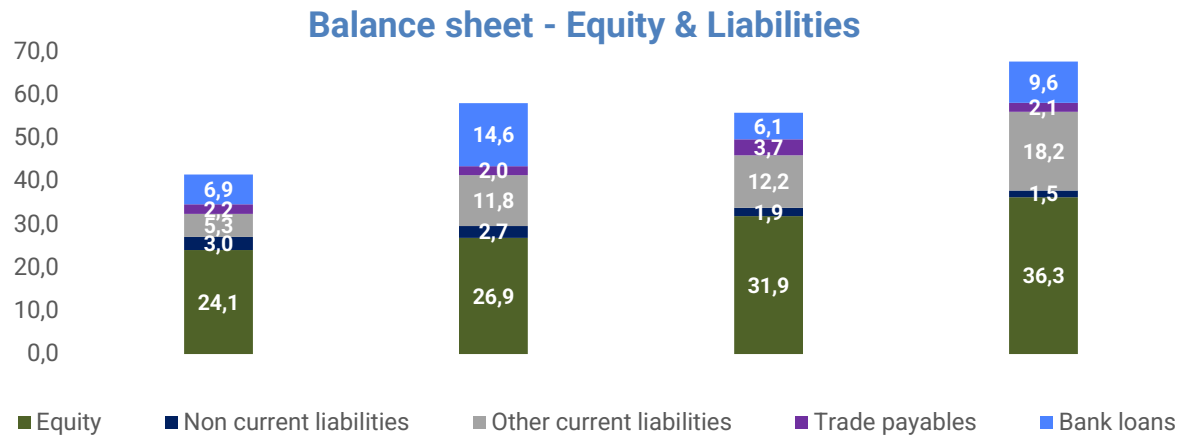
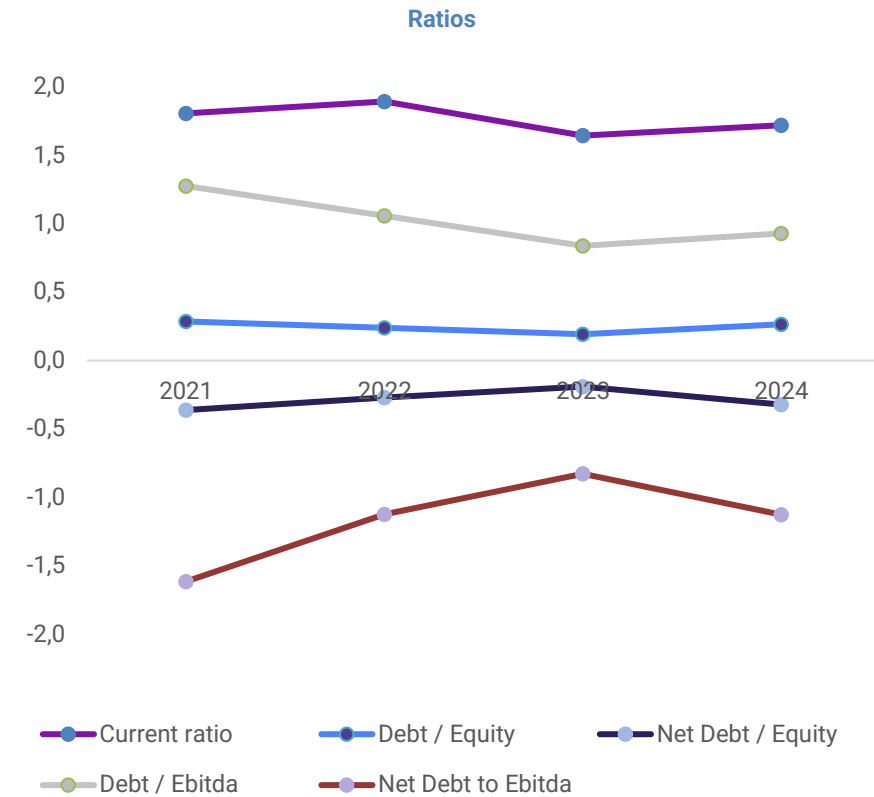
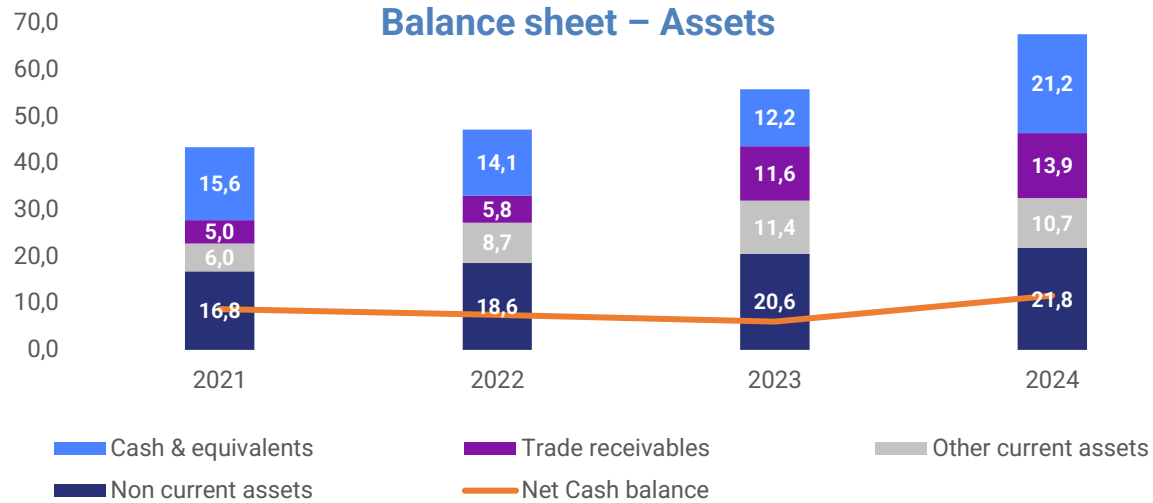


● Recurring revenue ● New sales

Profitability ratios

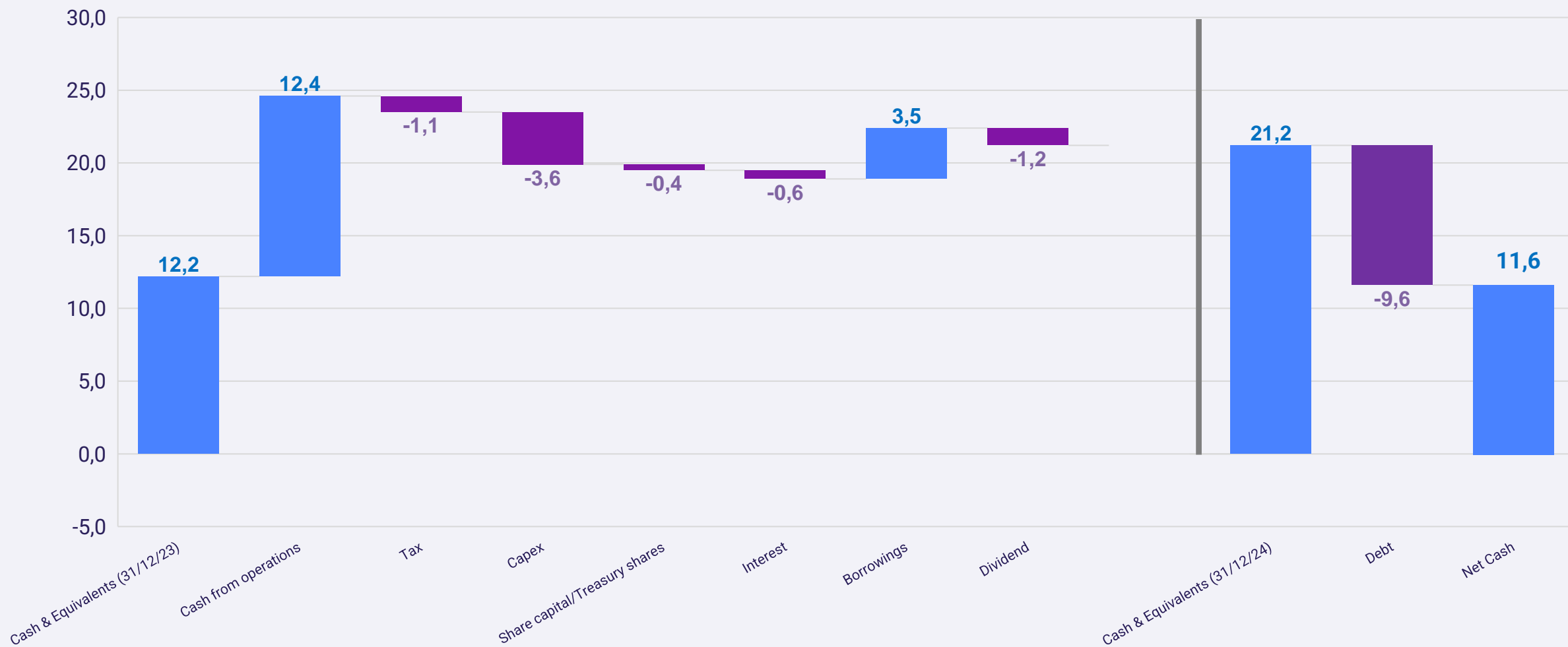
€m	FY-23	FY-24	Y-o-Y reported
Revenue	30,1	40,1	33%
EBITDA	7,3	10,3	41%
Margin	24%	26%	
EBT	5,1	7,3	41%
Net profit	3,9	5,6	45%
EPS		0,2282	

Solid Balance Sheet



Liquidity

€m



Debt/EBITDA c0.9x

70% EBITDA/Cash

Debt/Equity at <0.3

Current ratio 1.7x

Rating A by ICAP



Industry



Industry



The global software IT spending in the Banking and Investment Services vertical markets is forecast to grow by **12.9%** in **2025** with a total spend of **\$37 billion** in constant U.S. dollars.



Spending is expected to see a three-year compound annual growth rate (CAGR) of **14.1%** to exceed an estimated **\$54 billion** by 2028.

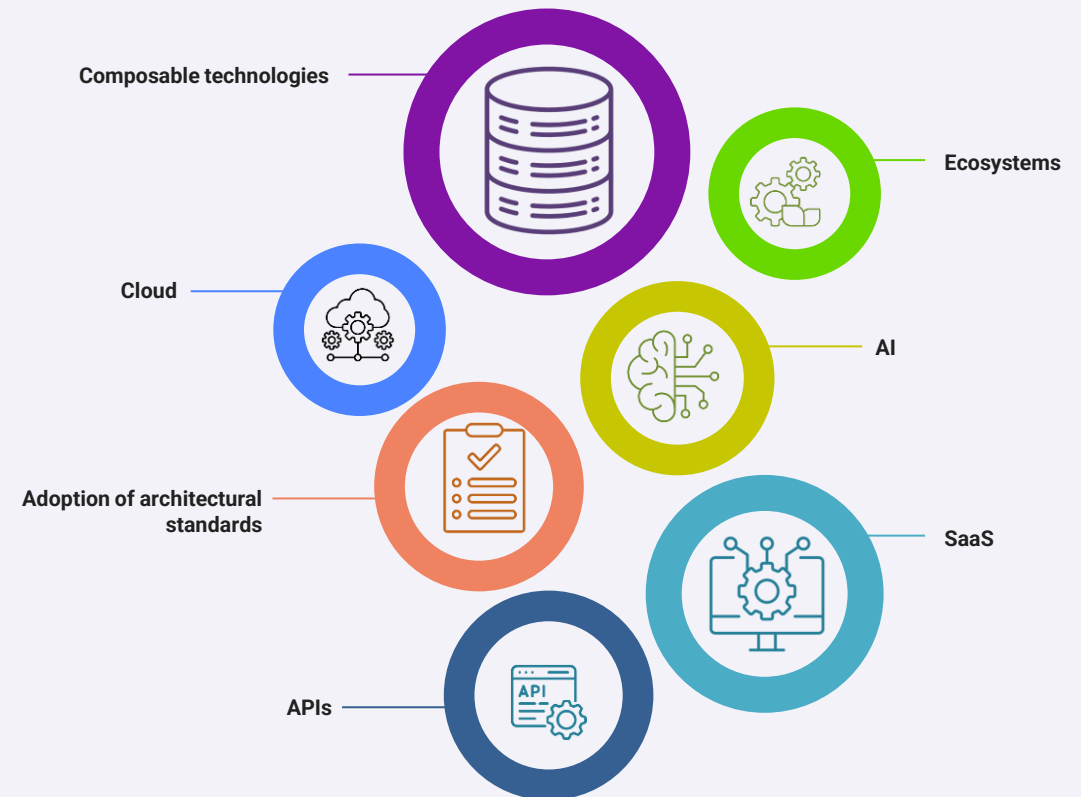
IT spending Banking industry

€bn



Source: Gartner

Banking Trends

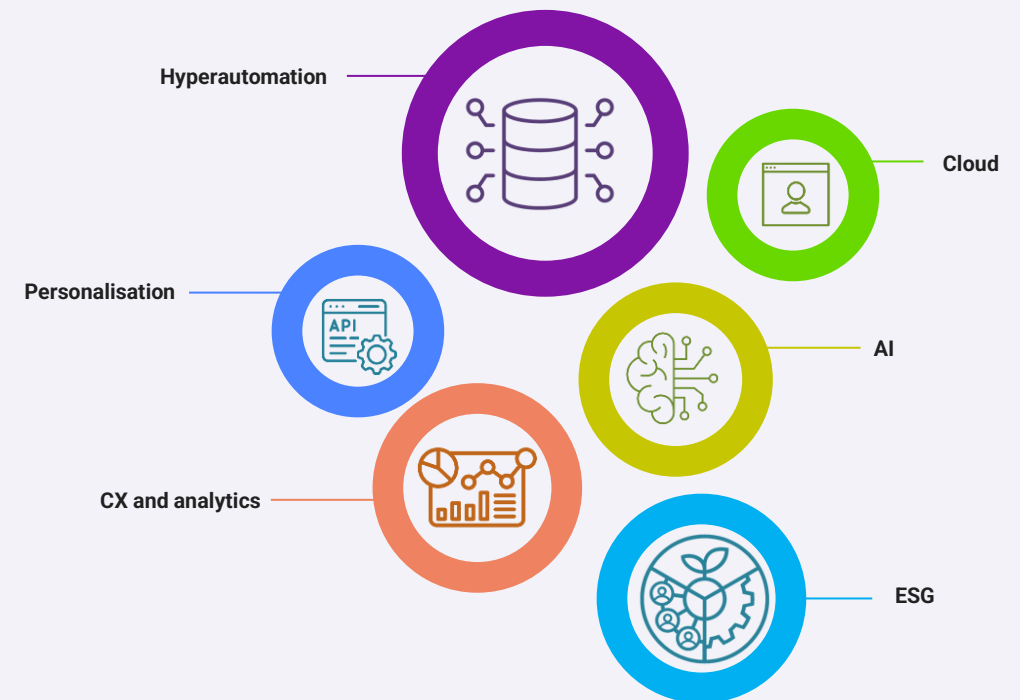


IT spending Investment Services industry



Source: Gartner

Asset Wealth Management Trends





Strategy



Growth & Scale-up Strategies



Growth

- **Solutions** focused on a **dynamic fintech sector**
- **Global footprint**
- Capturing **Market share**
- **Increasing ARPC;** products maturity & higher tier clients



Innovation

- High **R&D investments**
- **Productized solutions;** functionality breath & high recurrence
- **Innovative solutions in AI & Digital Wealth/Banking**
- **API-first** solutions; open architectures
- **Cloud SaaS & Managed Services** to scale clients' operations



M&A

- Accelerate **Growth**
- Acquire **Networks;** expand **Footprint**
- **Complimentary** solutions
- **Synergies & Cost efficiencies**



Efficiencies

- **Multiple projects** through a single platform
- **Online Sales channels**
- **Inflation** is offset by growth in **value of Technology**
- Improving **revenues / employees' ratio**
- **Increase margins**

Differentiation

vs Traditional Vendors



Established in high value markets
while maintaining a flexible cost base



Innovation
focused on high growth segments, at par technologies



Understanding client needs
agility, commitment, collaboration

vs Neo Vendors



Functionality breadth
over 3 decades of productization



Financial health
free cash flows, zero leverage



References & Recognition
clients & industry specialists

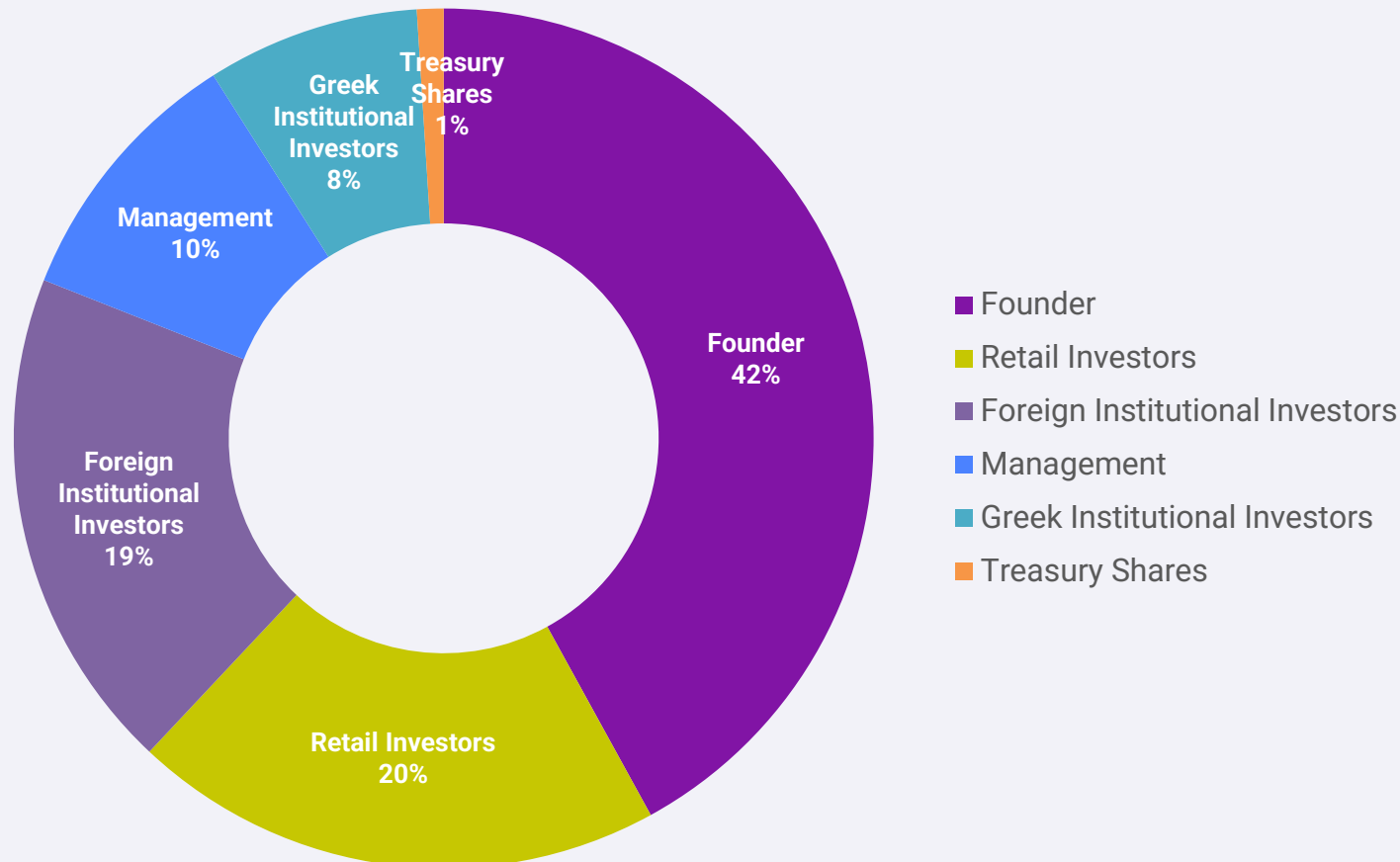


Stock info



Stock information

Shareholder structure



Listing

ATHEX General Index,
FTSE XA MID CAP

Number of shares

24.745.934

Free Float: 47%

Symbol

Bloomberg:PROF:GA

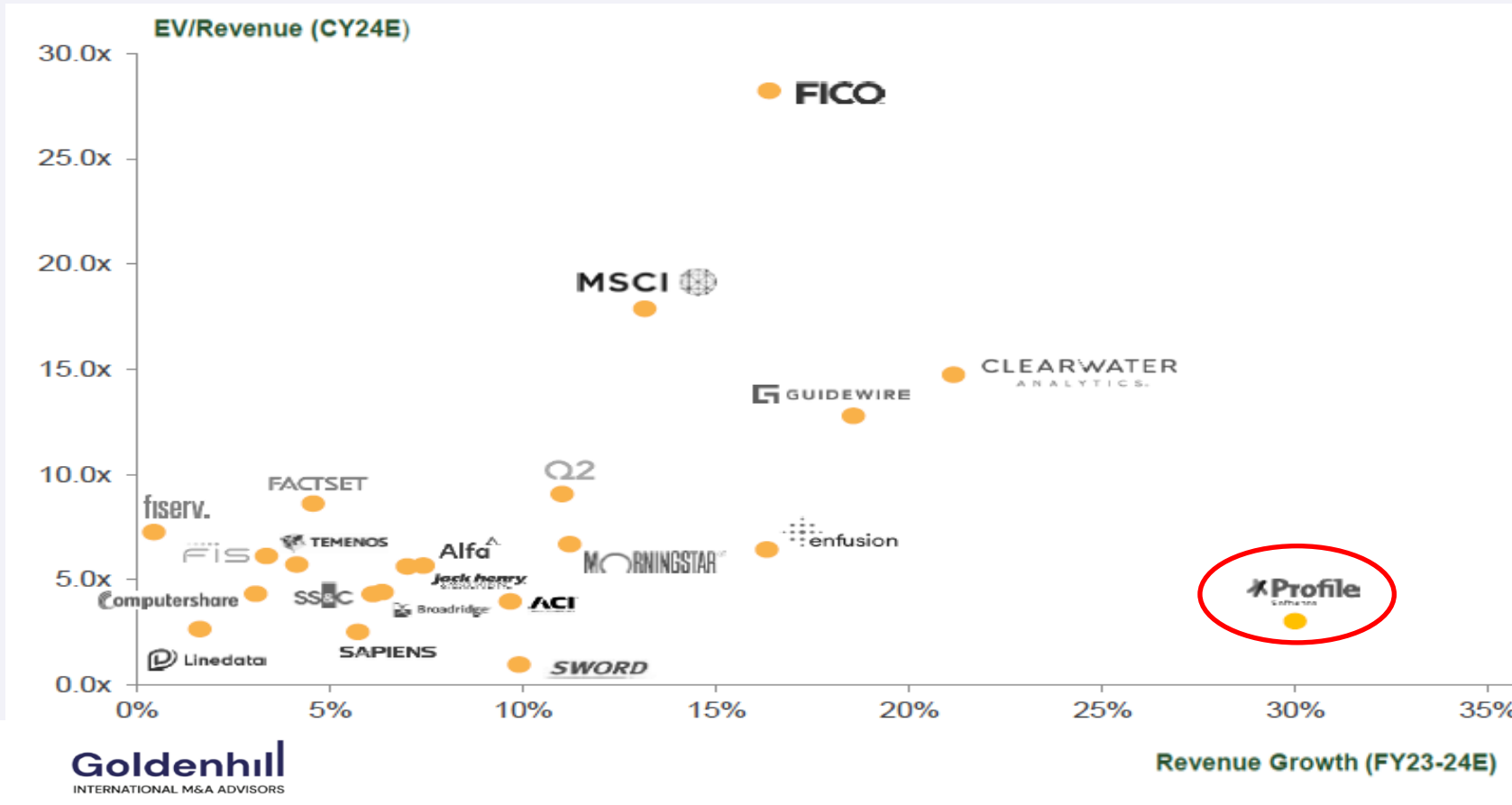
Reuters code: PRFr.AT

ISIN code: GRS472003011

Stock information



Profile – upside potential

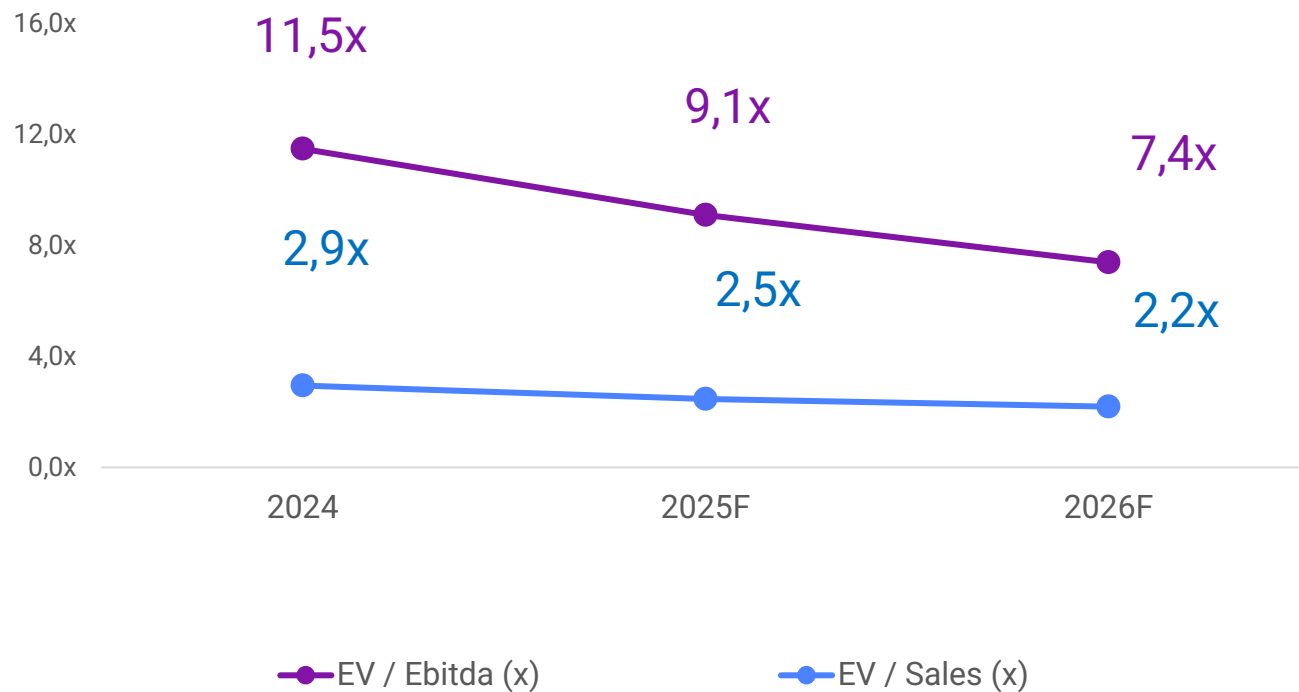


“Revenue growth is an important driver for higher valuations”.

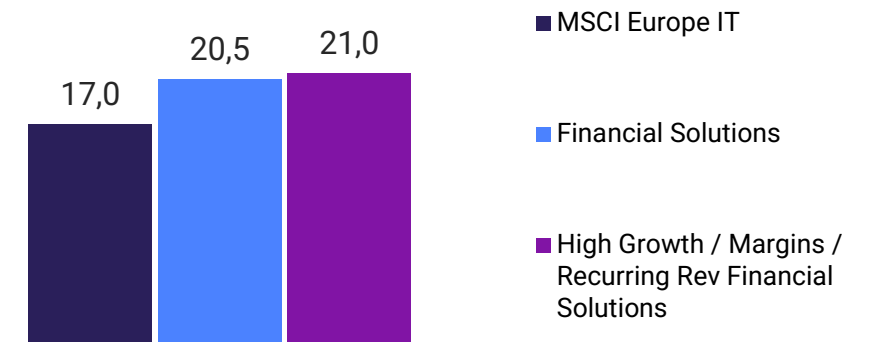
*Goldenhill Q4
Financial
Technology Sector
M&A review Q4
2024*

Comparative Multiples

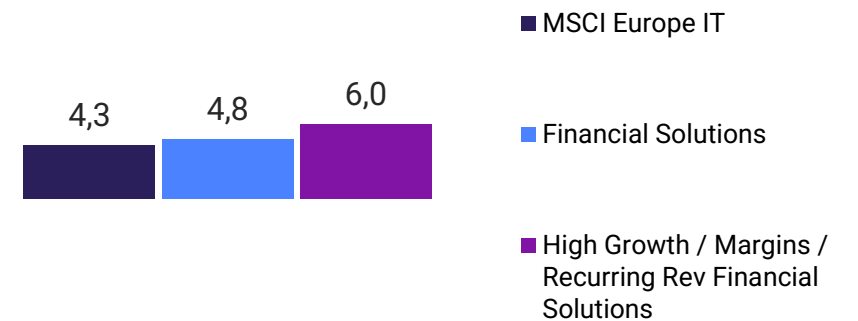
Profile Multiples



Peers EV/EBITDA



Peers EV/Sales





Thank you!

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