Small Cap Conference Borsa Italiana 29 November 2017









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## A Fintech start-up with over 35 years of experience





#### TAS Group is the strategic partner for business innovation and digitalization of Payment Systems and Capital Markets

#### **OUR MISSION**

- To **innovate and optimize** mission-critical applications of financial operators
- To create value for businesses through longterm relationships with our customers

#### OUR LOGO

 Inspired by the Minerva OWL reproduced on the ancient Greek coins, the first coin in the Mediterranean area, this noble animal, also known for its ability to see in the dark, well represents the propensity of the renewed governance to undertake an innovative entrepreneurial journey

## Three decades of innovation





#### TAS GROUP | ©2017 4

## Why invest in TAS?



#### PROVEN TRACK RECORD

- Solution provider in the FinTech sector, ranked in the Top 100 in the IDC Financial Insights FinTech Rankings for over 9 consecutive years
- **Outstanding** business solutions
- Valuable customer list
- **25M€** of recent investments for product innovation

#### STRONG GROWTH POTENTIAL

- Acknowledged by CIO Review's 20 Most Promising Banking Technology Solution Providers around the world in 2016
- Strong market growth expectations in the Core Business areas (Payments/CM) and in the target regions of the Group's expansion strategy
- High International development potential

#### SOLID CAPITAL BASE

- In 2016, OWL S.p.A. promoted a restructuring process, based on:
- recover TAS debt exposure to banks
- ✓ **strengthen** TAS capital base
- define a new vision for TAS competitive position in both Italian and international markets

## The management buy-out and the restructuring milestones



THE CHANGE OF CONTROLL	<ul> <li>On August 4<sup>th</sup> 2016 Alex S.r.I. and GUM International S.r.I. have acquired, with the agreement of Tas creditors banks, the shares of OWL S.p.A. from Audley European Opportunities Master Fund Limited, taking control of Tas S.p.A.</li> <li>This operation has been deployed in the context of the required recovery plan under art. 67, paragraph 3 letter d) of Royal Decree 267/1942, concluded between the Creditor Banks and TAS (the "TAS-Banks Agreement")</li> </ul>
NEW SHAREHOLDERS	<ul> <li>Dario Pardi and Valentino Bravi entered via GUM International S.r.I. in the shareholders' structur of TAS</li> <li>The share capital of OWL S.p.A. is currently held by Alex S.r.I. (58.2%) and GUM International S.r. (41.8%, property held in trust by Unione Fiduciaria S.p.A.).</li> <li>The share capital of Alex S.r.I. is held by GUM International S.r.I. (30%) and club deal investor (70%)</li> </ul>
DEBT REDUCTION AND REPAYMENT RESCHEDULING	<ul> <li>In August 2016 Tas S.p.A. had EUR 25M of outstanding debt with the Creditor Banks</li> <li>OWL S.p.A. bought from the Creditor Banks EUR 20M of credits towards TAS S.p.A. releasing TAS from obligation of repayment (benefiting TAS net financial position)</li> <li>In parallel, the Creditor Banks rescheduled the refunding of TAS's remaining debt (EUR 5M) as following: 50% in 2019 and 50% in 2020</li> </ul>
CAPITAL INCREASE	<ul> <li>In August 2016 Alex S.r.I. made a deposit into OWL S.p.A. capital of EUR 10M</li> <li>OWL S.p.A. has then paid the same amount to TAS as a capital increase, without repetition right</li> <li>With this operation Tas S.p.A. has been the 1<sup>st</sup> Italian company to execute a free increase with benefits for minority share holders (ratio 1:1)</li> </ul>

## A new Governance to relaunch the Group





Top Management (Pardi and Bravi) controls the holding (OWL S.p.A.) with approx. 60% of share and they have the full control of TAS Group

# A strong stock performance since the change in the Governance



#### Stock performance



Figures at 2	24/11/17	
Outstanding shares	8	3,536,898
Price (€)		1.93
Market cap (€mln)		161.31
Average 3M Volumes		130,352
min at 11/02/2016		0.19
max at 26/01/2017		2.95
2017 Performance		TAS vs FTSE MIB
Performance TAS	137.2%	
Performance FTSE MIB	14.6%	122.79
Performance from 04-08-2016 up	to date	TAS vs FTSE MIB
Performance TAS	664.8%	

- Performance FTSE MIB 38.1% 626.7%
- Top-tier performance with a +627% increase in price from 4 August 2016, maxing out at €2.95
- Ever-growing financial prospects portrayed by a strong performance





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## TAS Business Line Overview





## TAS Business Line Overview





**Company Overview** 



		Global Pay	/ments		Capital Mkis
	cashlo	ss <b>3.0</b> "	Easy Branch		Casaguarius
CUSTOMERS	Card Management System	Acquiring POS	Acquiring ATM	Interbank Payment System	
Banca Carige	TAS 🧔		tas 🙋	TAS 🧔	TAS 🧔
BNL	TAS 🧔		tas 🙋	TAS 🦉	TAS 🧔
ICCREA			tas 🦉	TAS 🤄	TAS 🧔
INTESASANPAOLO	TAS 🧔		tas 🦉	TAS 🤄	TAS 🤄
POSTE	TAS 🧔	TAS 🤄	TAS 🧔	TAS 🦉	TAS 🤄
Phoenix	TAS 🧔	TAS 🦉	tas 🦉	TAS 🦉	TAS 🤄
CSE	TAS 🧔	TAS 🦉	TAS 🧔	TAS 🦉	TAS 🤄
Cedacri	TAS 🧔	TAS 🤄	tas 🦉	TAS 🦉	
SEC			TAS 🧔	TAS 🧔	TAS 🤄
Raiffeisen	TAS 🧔			TAS 🤄	TAS 🧔
Banca d'Italia				TAS 🧔	
MPS	TAS 🤄		tas 🦉	TAS 🧔	TAS 🤄
FINECO (Unicredit)	TAS 🧔			TAS 🤄	TAS 🤄
UBI	TAS 🧔			TAS 🤄	TAS 🦉
Banco BPM	TAS 🧔			TAS 🦉	TAS 🤄
SIA		TAS 🦉		TAS 🧔	
Unicredit		P4Card /TAS			TAS 🤄
ICBPI		·		TAS 🧔	TAS 🦉

TAS operates with the major Italian Financial Institutions and payment players

## ...with an increasing worldwide presence





TAS Group has developed a specific approach depending on both location and product

## Major Customers





**Major Partners** 









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## Non-cash volumes and transactions are growing double digit



Non-cash transaction expected to witness stable growth over the next five years in all markets and in particularly in those where TAS is present / investing to increase its presence

Source: Source: TAS Analysis, Capgemini 2017 World Payments Report

#### New bank regulations & market initiatives among the main drivers





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# Instant payments and PSD2 are reshaping the European payments landscape



The need to deliver Instant Top priority Second priority Third priority Payments is driving banks to invest Risk management in their payments infrastructure Payment gateways Payment architecture/hubs APIs for third-party access to customer accounts Compliance/AML Card management 25% of retail banks see enhancing Operations their core payment architecture as a top-three IT spending priority Payment switching/authorization for 2017/18 Clearing and settlement 0% 5% 10% 15% 20% 25% 30% Proportion of respondents

#### In what business areas are your top-three IT projects?

Source: Ovum ICT Enterprise Insights 2017/18

## Pillars of Tas Group long term growth





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#### **Digital Software Factory**

Focus on **software development**, using the most updated technologies in order to maintain and improve our state of art products and solutions.

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#### Internationalization

Expanding on **foreign markets** leveraging our presence in Europe, Latin America, and North America



#### **Inorganic Growth**

Strategic Partnership, M&A, and Fintech start-up.

#### Addressable Market Expansion

From **B2B** to **B2C** in the challenging world of payments - with a focus on retail, fashion, public institutions, automotive, ...

## Digital Software Factory is organized with an Archipelago structure



The archipelago consists of development islands. Each island is composed of approximately 5 resources.

The islands work using the Agile methodology and are all interconnected among themselves for the development of more complex projects

The resources of each island, in addition to developing, are also involved in commercial activities and design solutions at Client locations to avoid the Ivory Tower effect.

TAS has the capability also to use several islands at external suppliers to handle development peaks or particular customer needs.





## Internationalization







## Addressable Market Expansion



TAS' ability to anticipate the market trend and find custom solutions for vertical sectors on top of banking

	Public Administration	Retail	Insurance	Automotive	Digital Platform Services	Financial	Telco
cashless 3.0™		<b>0</b>	õ	õ	0		00
tasaquarius						0	
CONTRACTOR OF CONTRACTOR	0					<b>©</b> •	0
<b>Pay</b> TAS	0						
TAS InPay Insurance Payments			õ				<b>o</b> o
<b>O</b> PAYGLOBE		0		्	0		
Extended Enterprise	õ	0	0	ॕॖॖ	õ		00



## Inorganic Growth

Leverage on the core competence to enlarge our portfolio offer. Increase our GEO penetration. Expand our coverage capabilities.

#### Stream 1: Horizontal growth within Fintech Companies:

- Identify Italian actor which can be suitable for an aggregation process
- Exchange participation with main actor (industrial partner)

#### Stream 2: Vertical growth adding competences and technologies to extend product portfolio and increase addressable market

- Parent Company (Corporate market Acquiring POS)
- Fintech Start-up
- Services companies

#### Stream 3: Horizontal growth increasing geo penetration

• Looking for local opportunities to integrate into the Italian solutions or to create new projects to support the solutions existing in the present offer

#### **Stream 4: Expansion of coverage capabilities:**

• Identify and participate in vertical market system integration in order to create an ecosystem partnership





## **ORACLE**<sup>®</sup> A Strong Partnership for Future Development



#### TAS Group and Oracle joining forces on open bank innovation

- At Oracle OpenWorld 2017, Oracle announced its Digital Innovation Platform for Open Banking, which includes a set of PaaS capabilities and an open API framework enabling banks and fintechs to collaborate on a common cloud platform to shape the next future of banking in a cooperative way.
- TAS Group is the first Oracle global Fintech partner to join the Oracle Open API catalogue and services ecosystem. TAS' track record as a European Fintech, investing on PSD2 driven opportunities, and the synergy between Oracle and TAS Group's common strategic intents in the banking market, can accelerate banks' ability to compete in the fast changing market landscape.
- Moreover, Oracle adds TAS Group's Card 3.0<sup>™</sup> Issuing and Network Gateway technology to their cloud based Digital Innovation Platform to accelerate financial operators' effectiveness and competitive advantage in the new Instant Era





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## 9 Months 2017 Highlights



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#### Strong 9 Months results vs same period 2016

- **Revenues** up 21% to €41.1 million
- **EBITDA** up +302% to €2.6 million
- EBIT and Net Profit halved losses with respect to 9 Months 2016

#### Break even point reached in 3Q 2017

- Core Revenues accelerated thanks to Licensing business
- **EBITDA** more than doubled to €1.6 million
- **EBITDA margin** up to 13.7% versus 6.6% in 3Q 2016



#### **Solid Capital Base**

 NFP close to balance notwithstanding increased Investments in the Digital Software Factory and the opening of a new Data Center in France

Note: Figures net of €1.1 million of non-recurring items accounted in 2016

| Income Statement      |         |         |               |         |         |                |
|-----------------------|---------|---------|---------------|---------|---------|----------------|
| (€mln)                | 3Q 2017 | 3Q 2016 | Var %         | 9M 2017 | 9M 2016 | Var %          |
| Revenues              | 12.0    | 9.9     | 21.0%         | 41.1    | 35.1    | 1 <b>7.3</b> % |
| Materials             | (1.0)   | (0.1)   |               | (8.3)   | (4.1)   |                |
| Personnel             | (5.7)   | (5.2)   |               | (18.3)  | (17.1)  |                |
| Services              | (3.2)   | (3.2)   |               | (10.2)  | (10.1)  |                |
| Other operating costs | (0.5)   | (0.7)   |               | (1.9)   | (2.0)   |                |
| EBITDA                | 1.6     | 0.6     | <b>166.7%</b> | 2.4     | 1.7     | 42.6%          |
| EBITDA margin         | 13.7%   | 6.6%    |               | 6.0%    | 4.9%    |                |
| D&A                   | (1.5)   | (1.5)   |               | (3.7)   | (4.4)   |                |
| Write-downs           | (0.0)   | (0.1)   |               | (0.1)   | (0.1)   |                |
| EBIT                  | 0.2     | (0.9)   | 122.2%        | (1.4)   | (2.7)   | 49.2%          |
| EBIT margin           | 1.4%    | (8.8%)  |               | (3.3%)  | (7.7%)  |                |
| Financial income      | (0.1)   | (0.2)   |               | (0.4)   | (0.9)   |                |
| Profit before taxes   | 0.04    | (1.0)   |               | (1.8)   | (3.6)   |                |
| % on Revenues         | 0.3%    | (10.2%) |               | (4.3%)  | (10.2%) |                |
| Taxes                 | (0.1)   | (0.0)   |               | (0.1)   | (0.0)   |                |
| Net Profit            | (0.02)  | (1.0)   | 98.0%         | (1.9)   | (3.6)   | 47.9%          |
| % on Revenues         | (0.1%)  | (10.2%) |               | (4.6%)  | (10.3%) |                |



- Revenues show a positive growth of +17.3% in the nine months of 2017 YoY and of 21% in Q3
- Improving revenues mix, thanks to growth of Licensing
- 9M 2016 Revenues were positively affected by €1.1 million non-recurring revenues
- First quarter to have reached the Break-even point





- EBITDA at €2.4 mln +42.6% vs previous year; + 302% net of €1.1 million of non-recurring items accounted in 2016
- EBIT still negative at €1.4 million, improved by 64% with respect to normalized 9M 2016 EBIT
- Loss more than halved in the nine months

## EBITDA margin improved since the change of Governance





\*Figures net of €1.1 million of non-recurring items accounted in 2016

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## 9M 2017 Core Revenues Breakdown



+7% (€mln) by Business Line 30.9 29.0 +6% 20.3 19.3 +4% +18% 7.1 6.8 3.5 2.9 Revenues TOTAL **Global Payments** Capital Markets & Other Treasury ■ 9M 2016 ■ 9M 2017

tas group an owl company

- Total Revenues, including ancillary business, at €41.1 million up 17% YoY vs. 9M 2016
- Core revenues at around € 30.9 million, 7% increase with respect to 9M 2016, representing 70% of the total
- Licensing increased 84% YoY

Revenues by Geo-Area

 Revenues from Spain (+60.8%) and France (+6.6%) show strong growth



## Significant EBITDA growth





- **EBITDA** at €2.4 mln, a 302% increase net of €1.1 million of non-recurring items accounted in 2016
- EBITDA margin at 6% versus 1.8% for the same period in 2016 net of non-recurring revenues.
- **CapEx** increased due to an increase in investments versus 9M 2016 boosted by the change of control and the availability of resources.
- Non-recurring costs decreased with respect to 9M 2016 due to costs attributable to the restructuring of corporate debt in 2016

## A solid financial structure



| Balance Sheet              |         |         |         |  |  |
|----------------------------|---------|---------|---------|--|--|
| (€mln)                     | 9M 2017 | FY 2016 | FY 2015 |  |  |
| Intangibles                | 22.7    | 22.1    | 22.6    |  |  |
| Tangibles                  | 3.1     | 1.2     | 0.9     |  |  |
| Other Fixed Assets         | 0.5     | 0.5     | 0.3     |  |  |
| Net Fixed Assets           | 26.2    | 23.7    | 23.9    |  |  |
| Inventory                  | 4.6     | 3.1     | 2.6     |  |  |
| Trade Receivables          | 14.6    | 19.2    | 18.1    |  |  |
| Trade Payables             | (5.6)   | (9.3)   | (11.5)  |  |  |
| Trade Working Capital      | 13.7    | 13.0    | 9.2     |  |  |
| Other Assets & Liabilities | (10.8)  | (10.3)  | (9.3)   |  |  |
| Non Current Liabilities    | (4.8)   | (5.1)   | (5.1)   |  |  |
| Net Invested Capital       | 24.3    | 21.3    | 18.7    |  |  |
|                            |         |         |         |  |  |
| Net Financial Position     | 0.8     | (4.1)   | 18.2    |  |  |
| Equity                     | 23,6    | 25.4    | 0.5     |  |  |
| Total Liabilities & Equity | 24.3    | 21.3    | 18.7    |  |  |

- Net improvement of the Net Financial Position and of the Net Equity in 2016 thanks to the Banks' agreement and the Transaction
- Cash positive at €4.1 mln on 31-Dec-2016 and at €(0.8) mln on 30-Sep-2017 due to the parent company's investments and the new data center in France.
- Increased level of investments: cumulate capex in three years of around €12 mln and €3.5 mln for nine months 2017







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## International Standards

#### **Quality for Customer Satisfaction**

We ensure that all our corporate organizational processes are directed towards **meeting customer requirements**.

Therefore, conformity to International Standards of Quality is a strategic factor in the success of TAS Group.

#### TAS S.p.A.

holds the Certificate of Conformity to UNI EN ISO 9001:2008 for the following sectors: Data processing and connected activities (IAF 33) Business professional services (IAF 35)

#### **TAS France**

holds the Certificate of Conformity to UNI EN ISO 9001:2008 for the following scope: Design and provision of Data Center, Hosting and Housing services (IAF 33)



## TAS – Global Payments Platform





#### GPP GLOBAL PAYMENTS PLATOFORM

- An innovative platform composed by the Products & Modules that TAS has developed or is developing (that they will be available within 2018) to offer to the worldwide Market an unique solution for the Payments.
- Shared Services and VAS will allow to the Customers to have an unique view of all Payment Channels and Analytics Application can guarantee deep analysis of the users behaviors will allow to develop personalized products and services for the real market needs.

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Dario Pardi +39 02-59914233 Investor@tasgroup.it www.tasgroup.eu

Vincenza Colucci Vincenza.Colucci@cdr-communication.it +39 3356909547

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