

THE CLOUD NATIVE WAY FOR YOUR BUSINESS APPLICATION

Investor Presentation

April 2021



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SPEAKERS



MARCO BRUNI
Chairman and CEO



DANIELE NOTARNICOLA
CFO



MARIO MARCHESI
IR

An aerial, high-angle shot of a massive ocean wave curling into a barrel. The water is a deep, dark blue-green, with white foam visible at the top of the wave's face. The sun is low on the horizon, creating a bright, golden glow that illuminates the interior of the wave barrel and the sky. The overall scene is dramatic and captures the raw power of nature.

AT A GLANCE

SOURCESENSE

ENABLE THE DIGITAL SHIFT

We support clients in their transformation from a traditional IT to a Cloud Native model for their Business Applications.

We are focused in the development of new digital platforms. We are investing in a **continuous innovation** process in order to push on the market the latest **Open Source** technologies available with a strong business value.

CORE BUSINESS

SOURCESENSE

IS REGISTERED AS
INNOVATIVE SME

WE
DESIGN
BUILD
and RUN



WE
CONTINUOUSLY
INNOVATE

WE DON'T
PROVIDE, WE USE

MULTICLOUD INFRASTRUCTURE
Aws | Azure | Google Cloud | Ovh | Rackspace | Oracle | IBM | Alibaba

WE AVOID
VENDOR LOCK-IN

HIGHLIGHTS



2001 established

focused on **Open Source** and **Cloud Native Apps**



120+ enterprise clients

80 in Italy, 40 abroad



600+ app clients

sold thru digital marketplaces



5+ successful acquisitions

since 2010 to 2020



4 offices, 2 countries

Rome, London, Milan, Cosenza (software factory)



10+ tech partners

market visibility, Open Source enterprise support



100+ Open Source Technologies

continuous innovation thru Open Source technologies



2020 AIM IPO

since 2017 member of the Elite Network

GROWTH HISTORY

+10.9% Revenues

+23.3% EBITDA

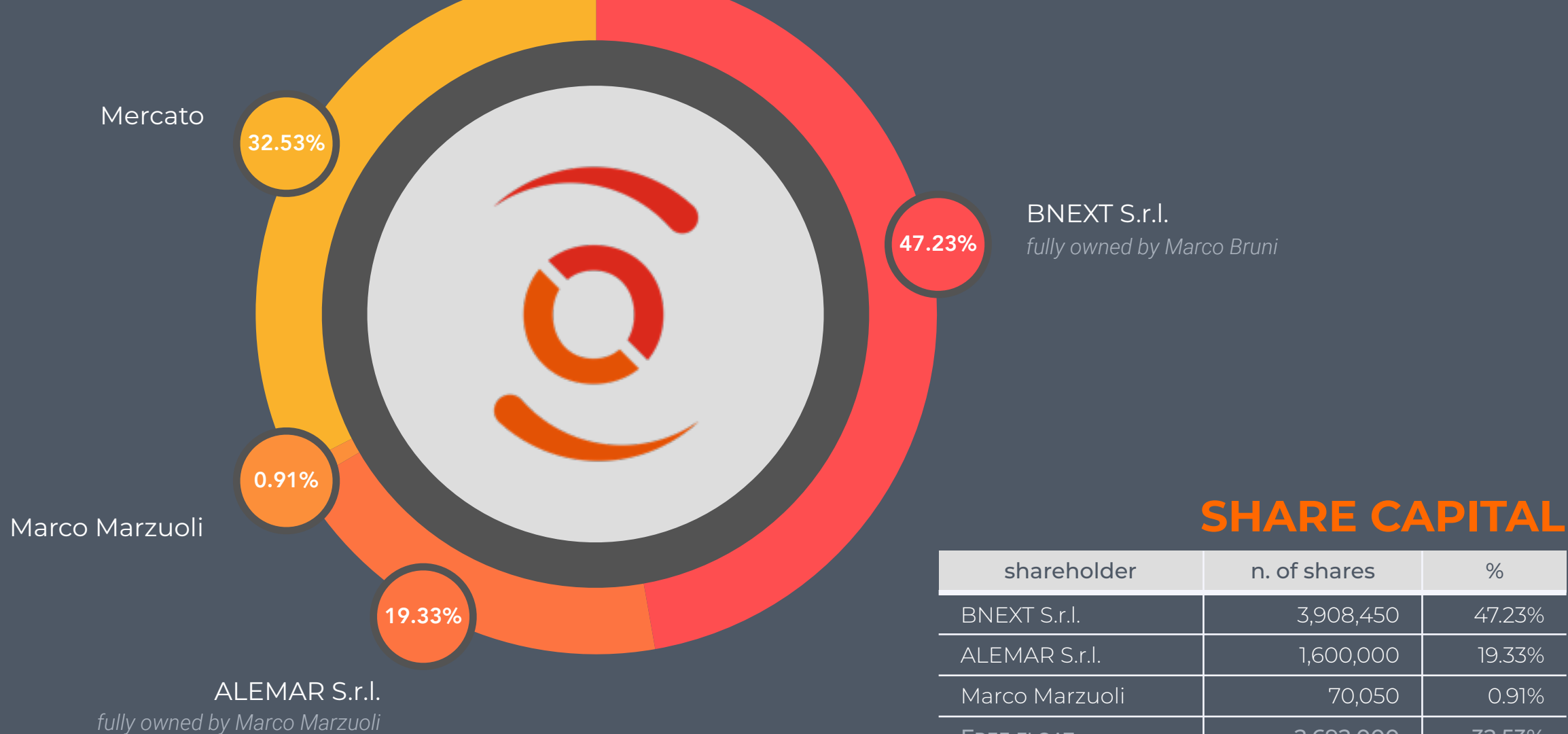
+84.3% Net Profit

+4.9% Revenues

Italian Digital Market (Source: NetConsulting³ 2015-2020)

**CAGR
2015-20**

sourcesense
VS
market



BNEXT S.r.l.
fully owned by Marco Bruni

Marco Marzuoli

ALEMAR S.r.l.
fully owned by Marco Marzuoli

SHARE CAPITAL

shareholder	n. of shares	%
BNEXT S.r.l.	3,908,450	47.23%
ALEMAR S.r.l.	1,600,000	19.33%
Marco Marzuoli	70,050	0.91%
FREE FLOAT	2,692,000	32.53%
TOTAL	8,275,500	100.00%

BOARD OF DIRECTORS



MARCO BRUNI
Chairman and CEO



MARCO MARZUOLI
Executive Director



FABIO MASSIMILIANO CARBONE
Non Executive Director



ALDO FILIPPINI
Independent Director



FABIO GRO
Independent Director

BOARD OF STATUTORY AUDITORS



GABRIELE PERROTTI
Chairman



BARBARA MOLLE
Standing Auditor



FRANCESCO PAOLUCCI
Standing Auditor

AUDITORS



SDGs AND ESGs ACHIEVEMENTS



Joined the UN Global Compact since 2020



Green procurement policy to reduce waste footprint



Environmental and cultural heritage support



Encouraging the use of public transport



Transition to full electric and hybrid car



Energy from 100% renewable sources



Relax areas, roof terraces and social events



Free coffee and bio fruits, free pizza and beer



Cycle to work

COVID-19

Free swab test

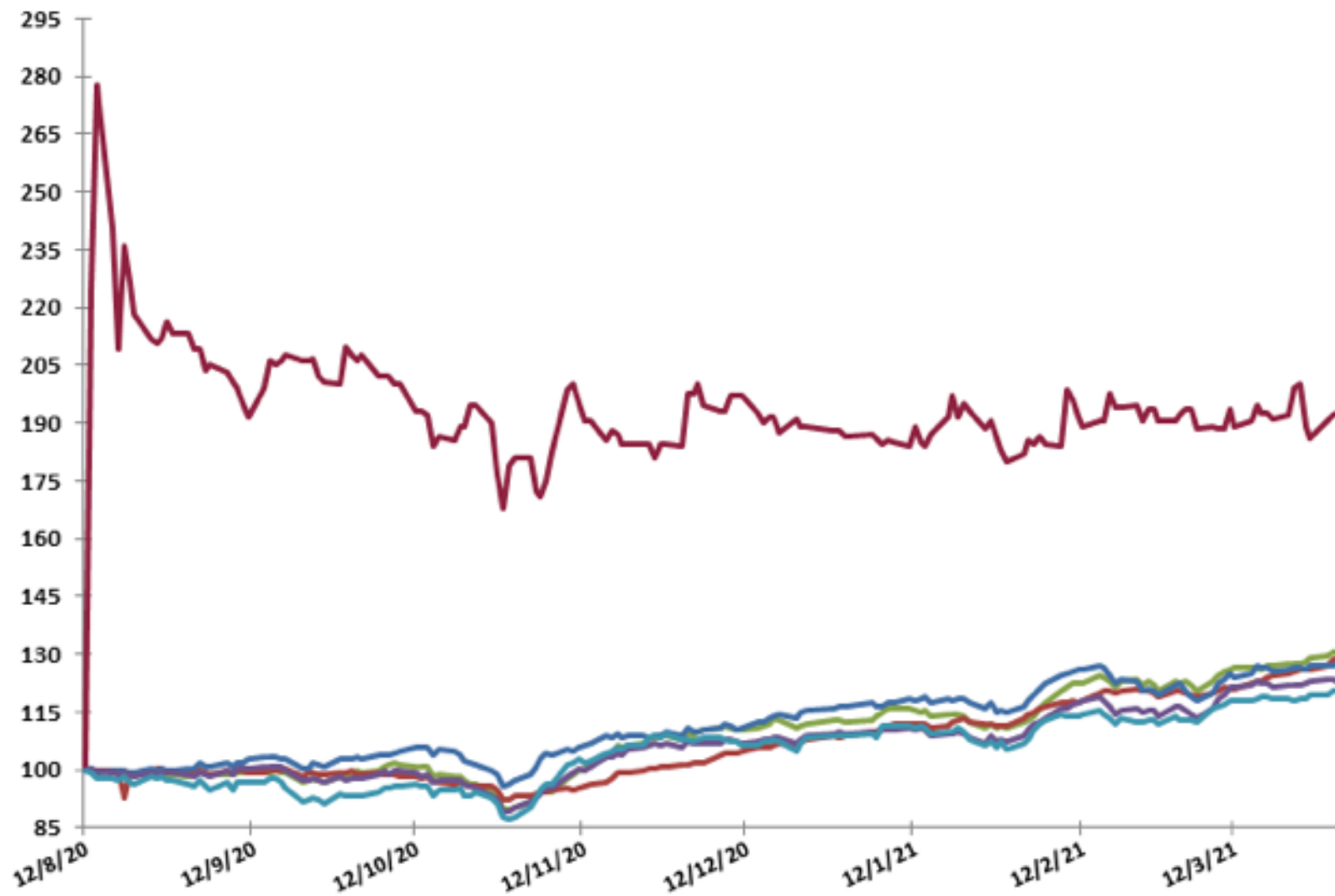
1st
SUSTAINABILITY
REPORT

to be
published by

Sept 2021

STOCK PRICE

since IPO



FTSE Italia Small Cap	30.8%
FTSE AIM Italia	28.8%
SOURCESENSE	92.7%
FTSE Italia Star	27.7%
FTSE Italia Mid Cap	23.2%
FTSE MIB	20.6%

A low-angle, close-up shot of a person's leg and foot on a surfboard. The person is wearing red shorts and is barefoot. The surfboard is white and is riding a wave. The water is a vibrant blue-green color, and there is a lot of white foam and spray around the surfboard. The sun is shining from the top left, creating a bright, hazy glow and illuminating the water droplets. The overall scene is dynamic and energetic.

OVERVIEW

WHY SOURCESENSE

We strongly believe in technology as a turning point for a fast and sustainable growth of worldwide economy.

The digital revolution can only be achieved through a **continuous innovation** that overcome the outdated technological models not allowing efficiency, safety, scalability and performance.

SERVICE LINES

CORPORATE ADVISORY



CONSULTING

Coaching cloud native technologies, methodologies and practices.



SUBSCRIPTIONS

Resell Open Source subscriptions from Tech partner.

DIGITAL EVOLUTION



SOLUTIONS

Design and develop cloud native business apps based on Open Source technologies.



CLOUD SERVICES

Build and operate as SaaS cloud native business apps based on Open Source technologies.



ENTERPRISE APPS

Build and maintain business apps based on Tech partner technologies and sold through digital marketplace.

PEOPLE INTENSIVE

LIMITED MARGIN

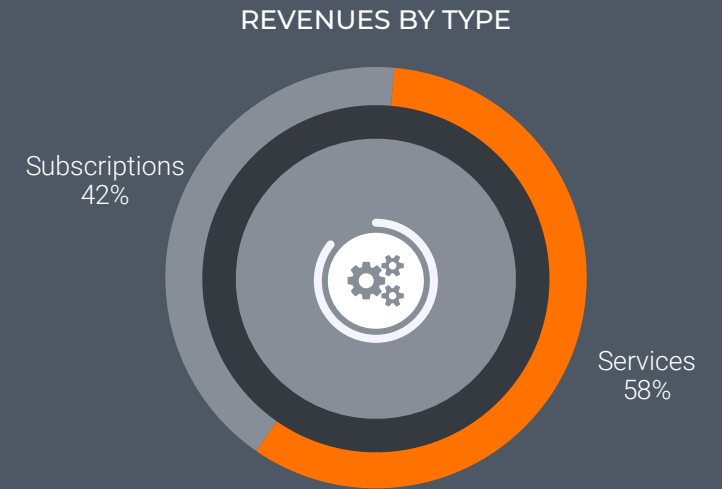
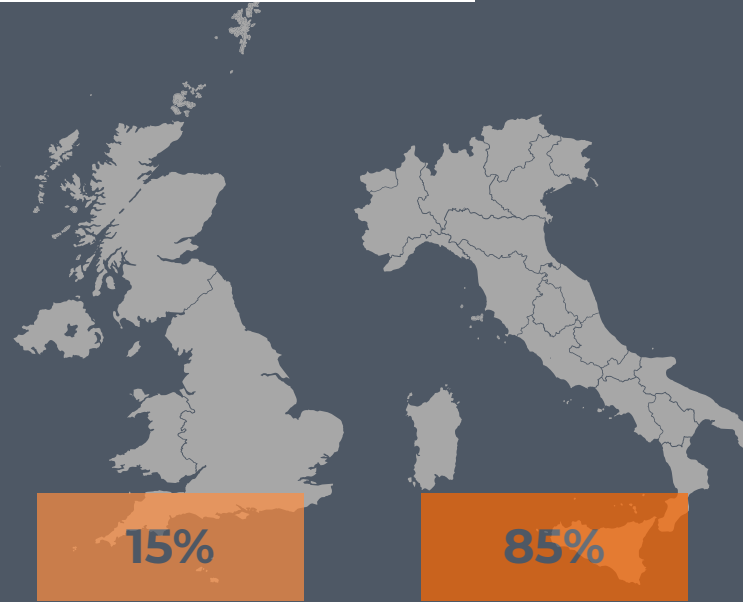
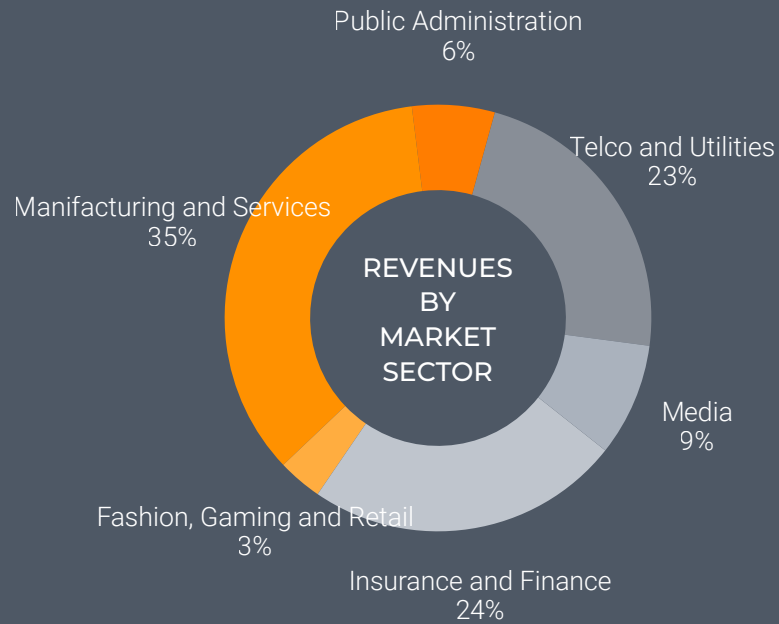
SOFTWARE REUSE


LONG-TERM CONTRACTS


HIGH RECURRING MARGINS

STRATEGIC GUIDELINES


CUSTOMER BASE KEY FACTS



 **+60%**
Revenues backlog YoY

 **56%**
Top 10 clients revenues

 **87%**
Main contractor rate

 **10%**
Top client revenues

CLIENT STORIES



01. Il Sole 24 Ore

Cloud native applications

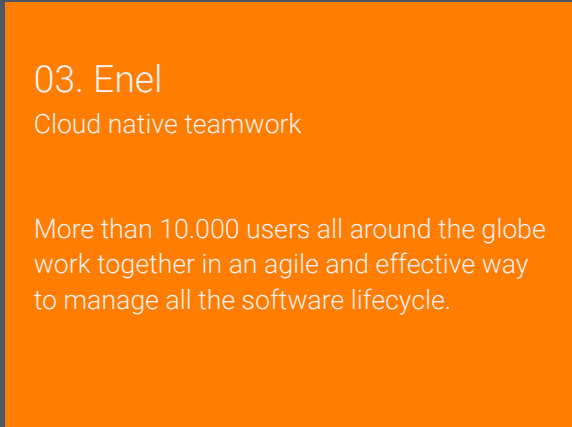
Digital platform highly scalable to publish in real-time every public and professional contents edited by journalists.



02. Poste Italiane

Cloud native infrastructures

Cloud native competence center to enforce devops best practices in order to build highly scalable infrastructure.



03. Enel

Cloud native teamwork

More than 10.000 users all around the globe work together in an agile and effective way to manage all the software lifecycle.



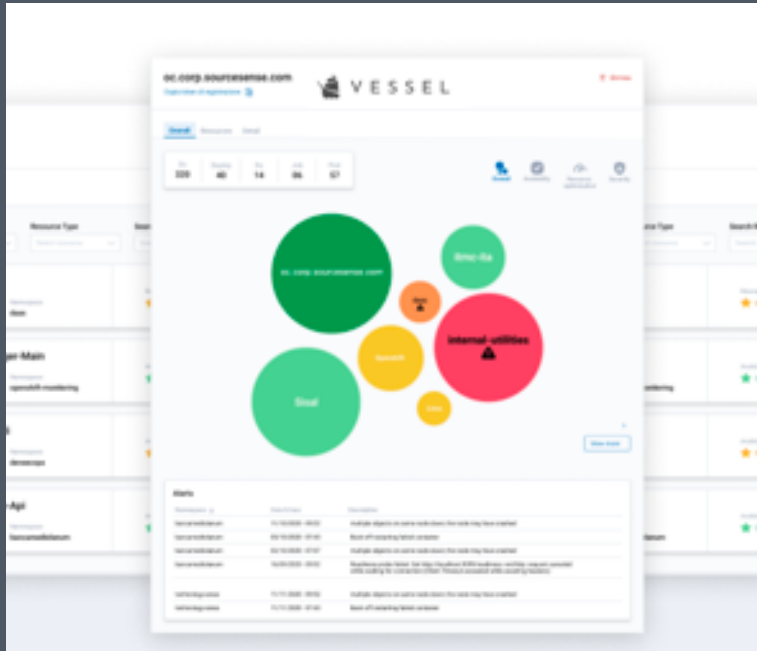
04. Banca Mediolanum

Cloud native applications

All the Internet portals are served by a cloud native platform allowing marketing teams to continuously and safely publish any content.

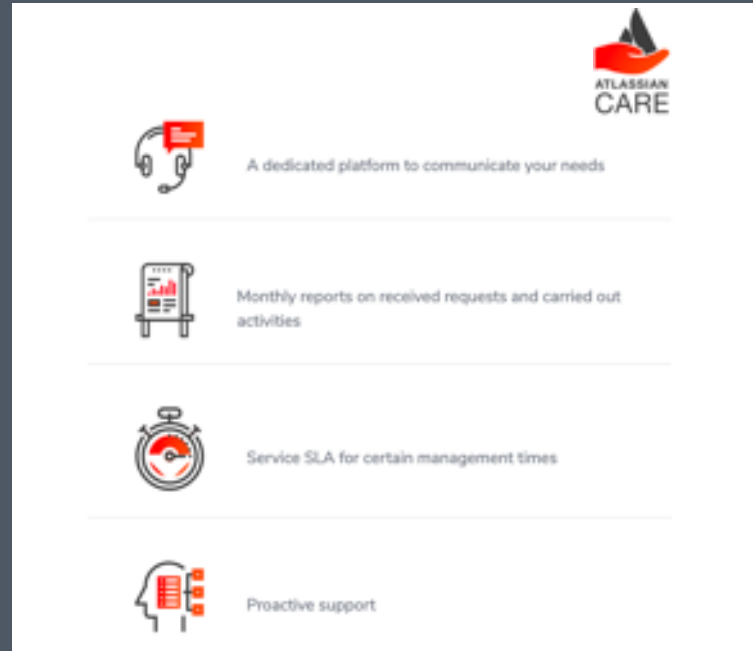


PRODUCTS SAMPLES



VESSEL

Intelligent compliance and proactive governance of Kubernetes clusters



Atlassian CARE

Service Management in a SaaS fashion based on Atlassian Suite



NILE

Highly scalable event-driven cloud native solution serve your data at business speed

TECHNOLOGY PARTNERS



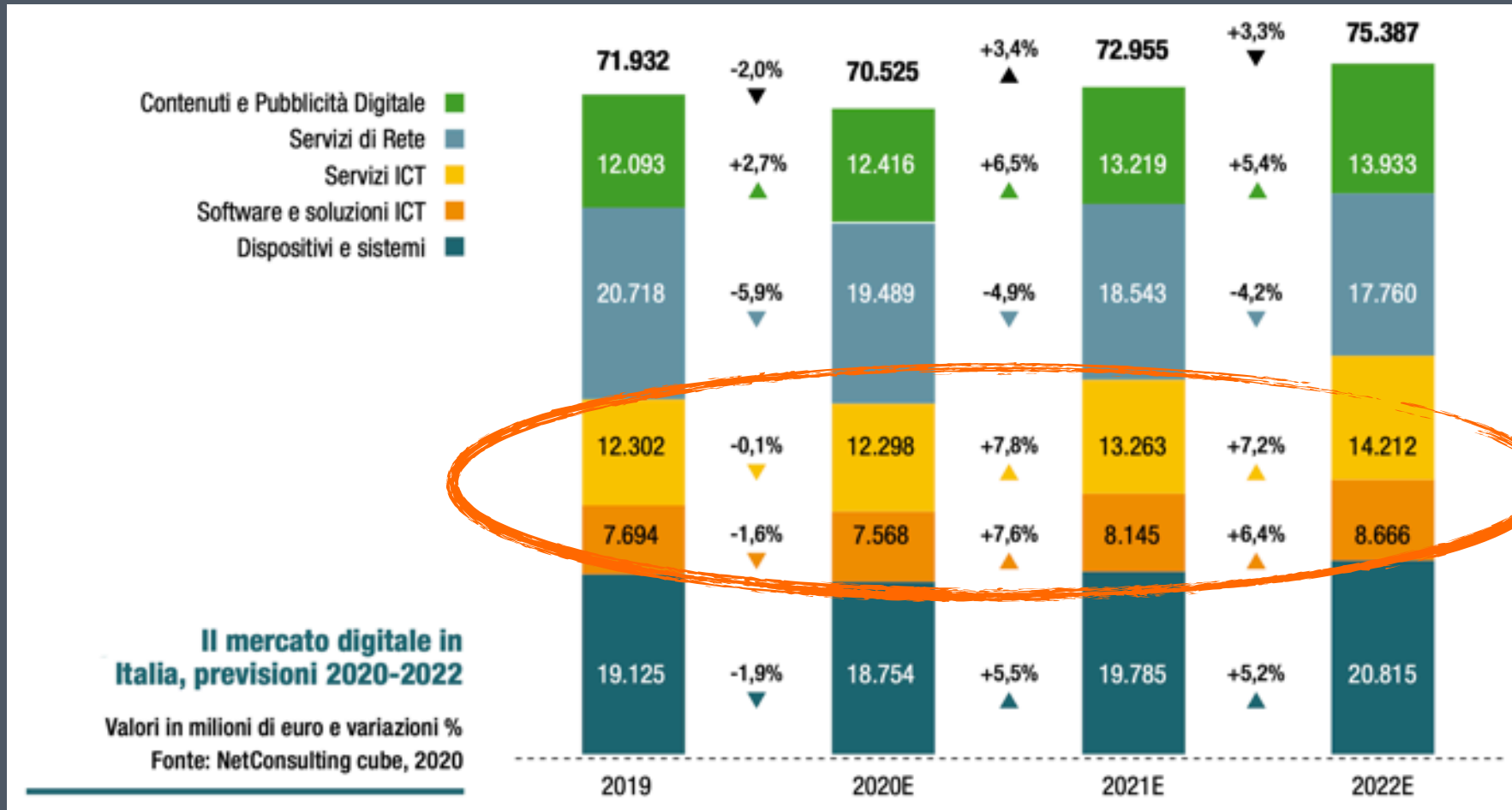
HIGH STANDING CUSTOMERS BASE





MARKET

ITALIAN MARKET 2019-2022 BY SEGMENT



MARKET SIZE

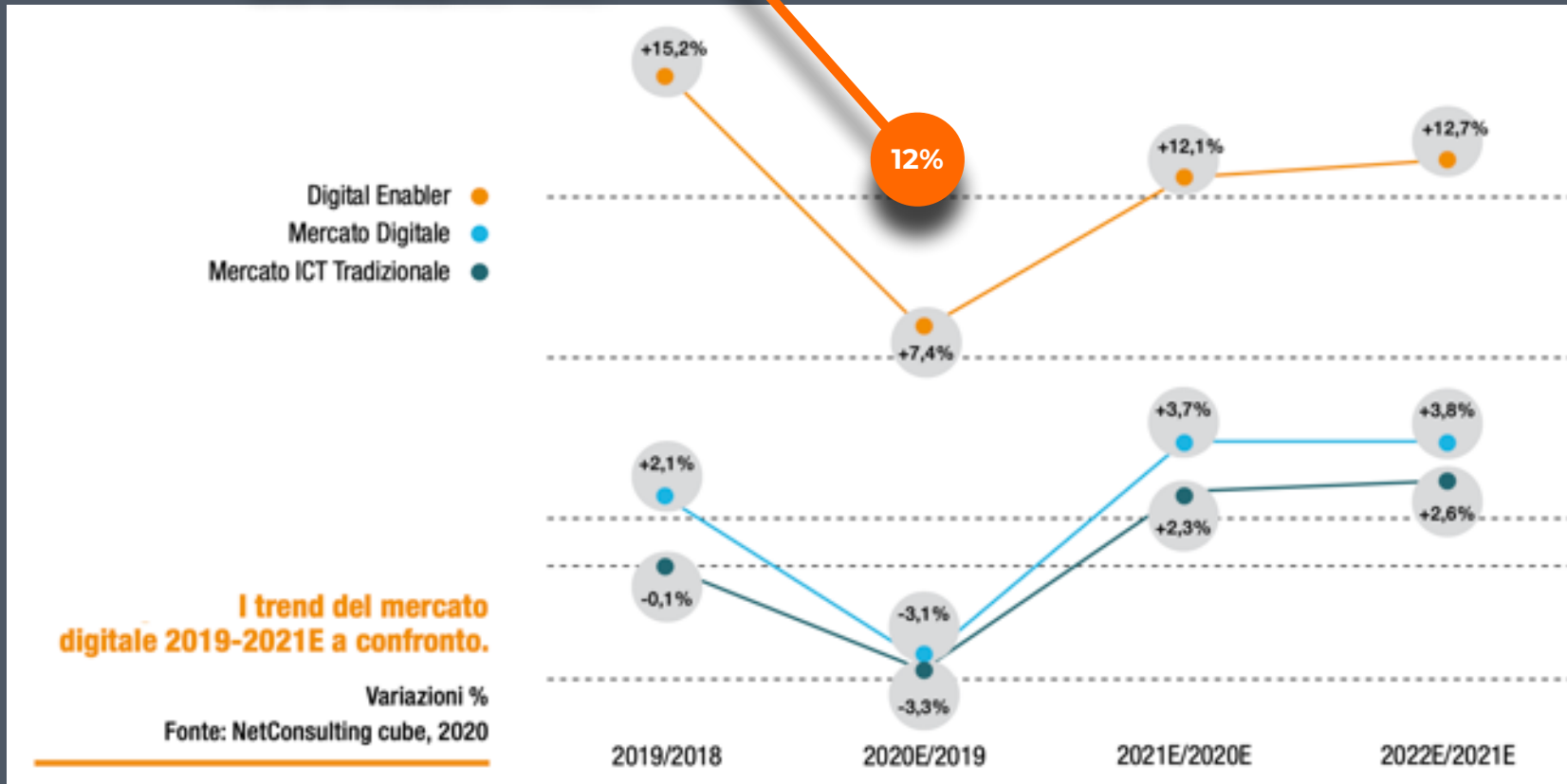
2021E
+21B€
 2022E
+22B€

GROWTH RATE

+7% YoY
 estimate
 in the
 next 2 years

ITALIAN MARKET 2019-2022 BY INNOVATION RATE

SOURCESENSE



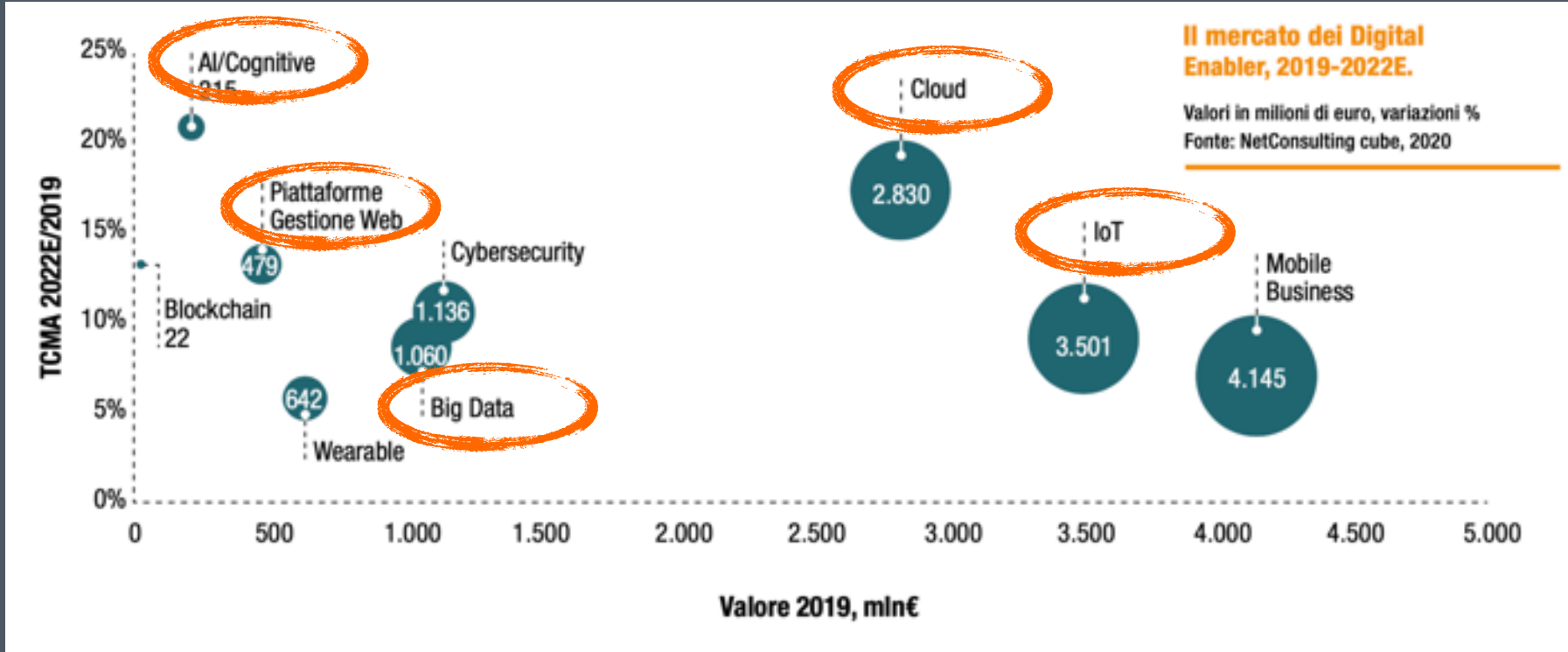
REVENUES GROWTH RATE

SOURCESENSE
outperformed
the digital enabler market

+19% 2019/2018

+12% 2020/2019

DIGITAL ENABLER MARKET 2019-2022 BY TOPIC



MARKET TREND

DIGITAL ENABLER

+12% YoY

estimate
in the
next 2 years

STRONG GROWTH
EXPECTED DUE TO
THE BOOST OF
NEW DIGITAL AREAS
DRIVEN BY
THE CLOUD ADOPTION



WHAT NEXT

GROWTH PATH

EXTEND CLOUD SERVICES PORTFOLIO

Priority on selling online cloud services portfolio on the global market.

4

EXPANSION IN EUROPE

Priority on UK consolidation and expansion in Europe (France, Switzerland, Austria, ...).

3

LEADERSHIP IN ITALY

Extend cloud native services portfolio and expand the customer base.

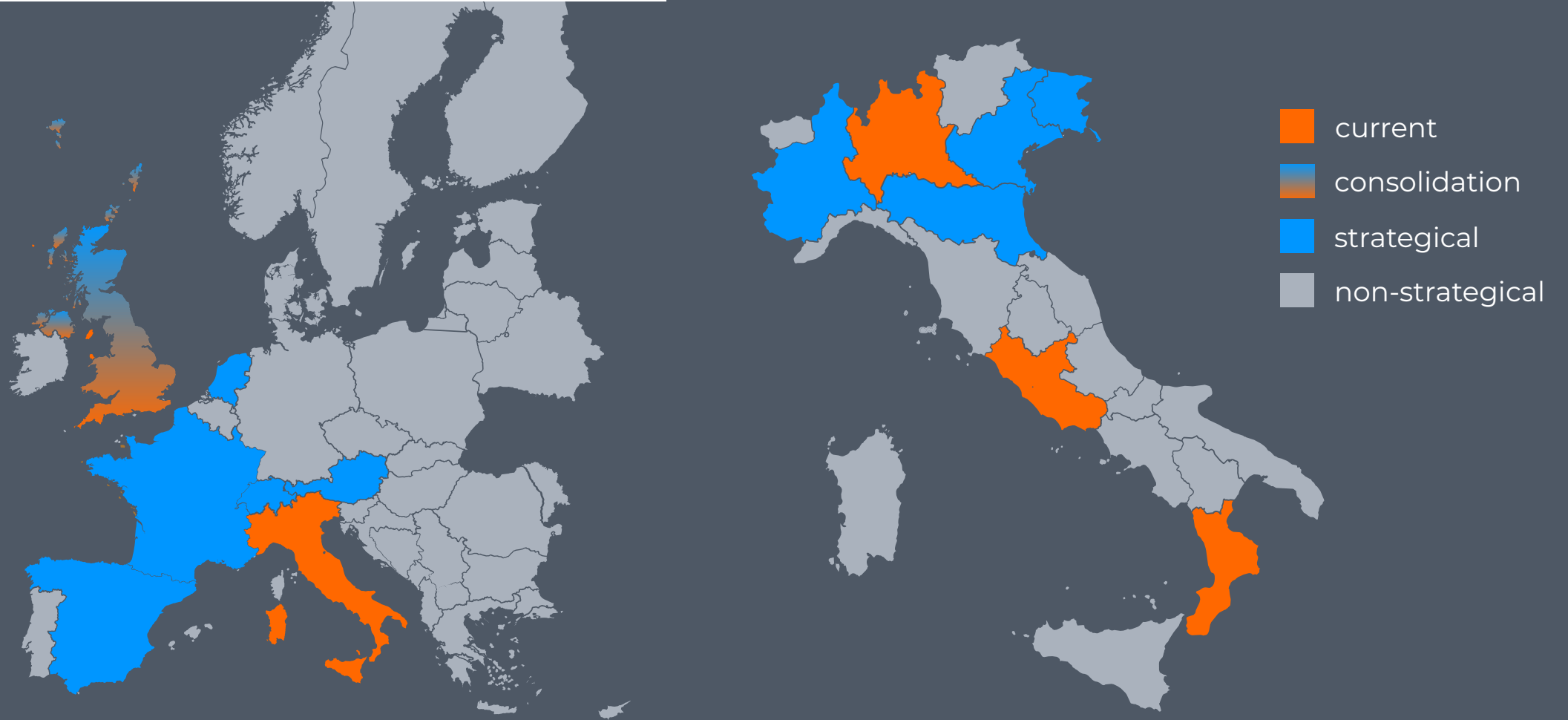
2

CONSOLIDATION IN ITALY

Continue organic growth in Italy on cloud native services portfolio.

1

GROWTH STRATEGY



M&A JOURNEY



XPeppers (Trento)

2010

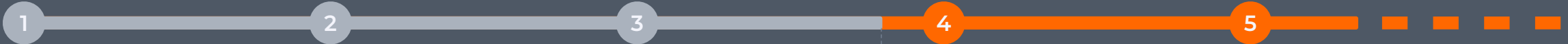
Expand offering with Agile Methodologies and Extreme Programming.



Gruppo i3 (Milan)

2015

Expand offering in Digital Transformation services and customer base in Northern Italy.



Quanam (Rome)

2010

Expand offering in Enterprise Java services and XML API gateway



Luminas (London)

2012

Presence in the UK to consolidate our customer base abroad.

Open Source goes mainstream and the company start growing steadily.



MMUL (Milan)

2020

Expand offering in Hybrid Cloud services and customer base in the financial market.



POST-IPO UPDATES

BUSINESS HIGHLIGHTS



M&A Operation

Dec 1st 2020

Acquired 100% of MMUL S.r.l., an Italian company specialized in the creation and automatic management of new generation cloud infrastructures



Public Administration Sector

Feb 9th 2021

Awarded the public tender organized by CRUI - Conference of Rectors of Italian Universities - for the three-year supply of services and solutions based on MongoDB software.



Insurance and Finance Sector

Apr 29th 2021

Signed contracts with a leading financial institution specialised in private banking for the supply of a cloud platform to serve its agent network and corporate presence.



Telco and Utilities Sector

Oct 14th 2020

Awarded the tender launched by a leading national energy operator for the supply of Atlassian products and professional services.



Fashion, Gaming and Retail Sector

Feb 2nd 2021

Signed a contract with a leading multinational in the large-scale retail trade for the supply of a highly reliable and scalable cloud platform, delivered in SaaS (Software as a Service) mode.



Manufacturing and Services Sector

Feb 24th 2021

Signed two Framework Agreements with Cerved Group for the provision of services in the field of Risk Management and Information Technology aimed at supporting Cerved in some areas of its core business.

WARRANT 2021-24

Number of Warrants	8,275,500
Assignment Ratio	1:1
Conversion Ratio	1:2
Min Strike Price	2.51 €
Trading	may 2021 (II decade)

free assignment to all shareholders at issue date

Exercise period	From - To	% on Strike Price
I	1/06/2022 - 15/06/2022	$P1 = \text{Strike price} * (1 + 5\%)$
II	1/06/2023 - 15/06/2023	$P2 = P1 * (1 + 10\%)$
III	3/06/2024 - 17/06/2024	$P3 = P2 * (1 + 10\%)$

STOCK OPTION PLAN 2021-23

Number of shares	250.000
Strike Price	30% discount
Monitoring period	within 15 days from AGM FY approval
Expiration date	within 30 days from verification date

Exercise period	Fiscal year	# Stock Options
I	2021	80.000
II	2022	80.000
III	2023	90.000

FINANCIALS

Financial Highlights

2020

16.1M€ **REVENUES**
14.5M€ in 2019, +12% YoY

2.1M€ **EBITDA** **EBITDA MARGIN**
1.7M€ in 2019, +26% YoY +13%

1.2M€ **EBIT** **EBIT MARGIN**
0.9M€ in 2019, +33% YoY +7.5%

0.9M€ **NET PROFIT**
0.5M€ in 2019, +66% YoY

2.1M€ **NFP CASH**
-1.4M€ in 2019 (includes IPO proceeds and MMUL acquisition)

COVID-19

Impact
on

business

2020-21

Considering the incidence of backlog on the revenues, based on long term relationship with customers, no significant impacts related to COVID-19 are expected on H1 2021 results, as confirmed by the 2020 performance;

Strong interest from new and existing clients in Cloud Services;

Constant monitoring of clients creditworthiness, no material impact on 2020 numbers. Same expectation on H1 2021 results.

+12% REVENUES
16.1M€ vs 14.5M€ in 2019

CORPORATE
ADVISORY



CONSULTING

-17% YoY

3.3M€



SUBSCRIPTIONS

+29% YoY

6.7M€

DIGITAL
EVOLUTION



SOLUTIONS

+10% YoY

3.5M€



CLOUD SERVICES

+21% YoY

2.3M€



ENTERPRISE APPS

+64% YoY

0.3M€

Revenues
by
service line

2020

VS

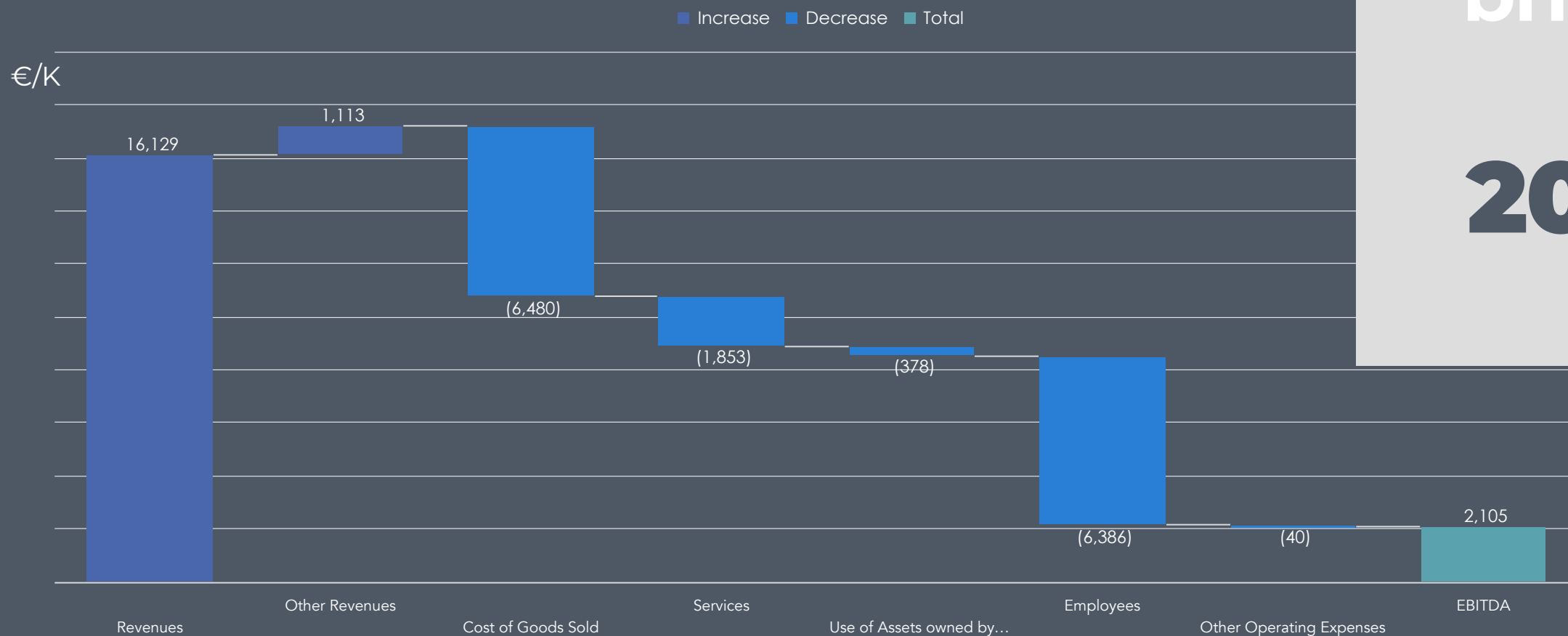
2019

Business trends
aligned with
strategic guidelines

+26% **EBITDA**
2.1M€ vs 1.7M€ in 2019

EBITDA
bridge

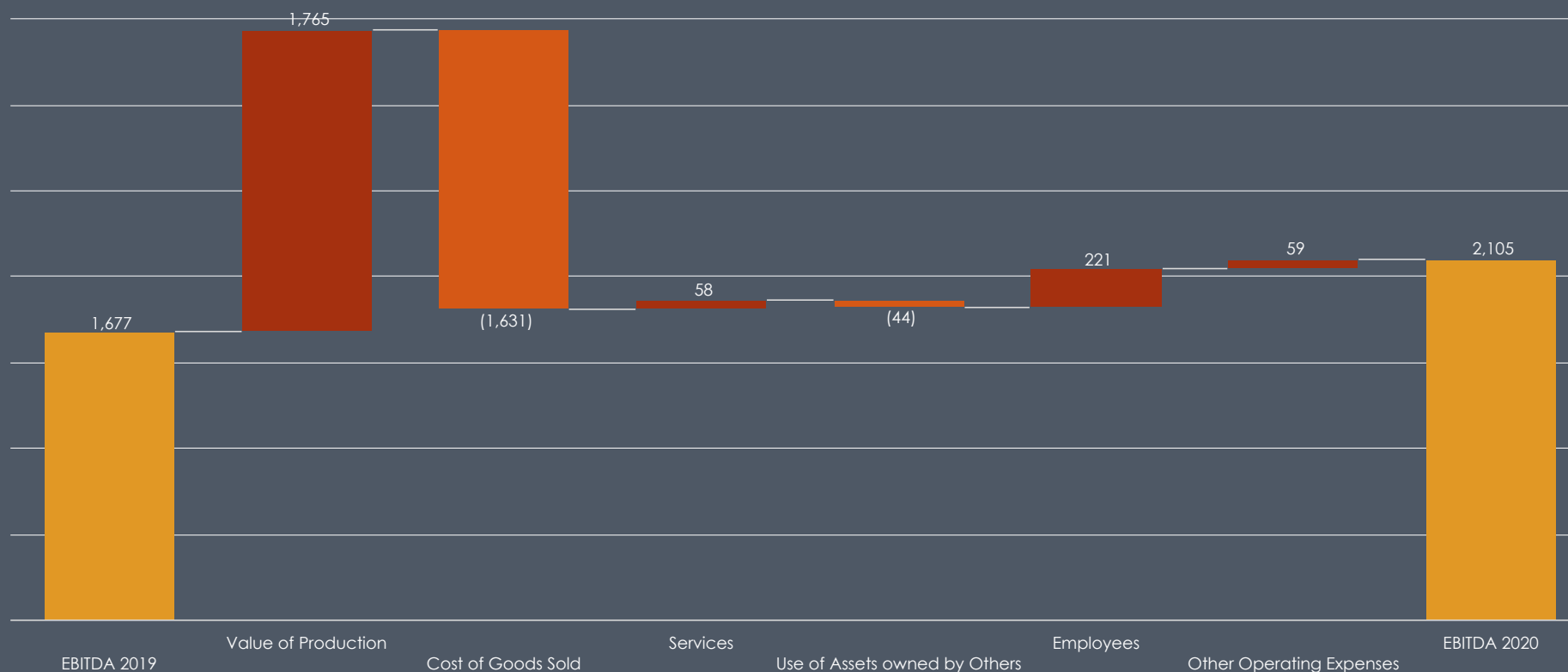
2020



+26% **EBITDA**
2.1M€ vs 1.7M€ in 2019

■ Increase ■ Decrease ■ Total

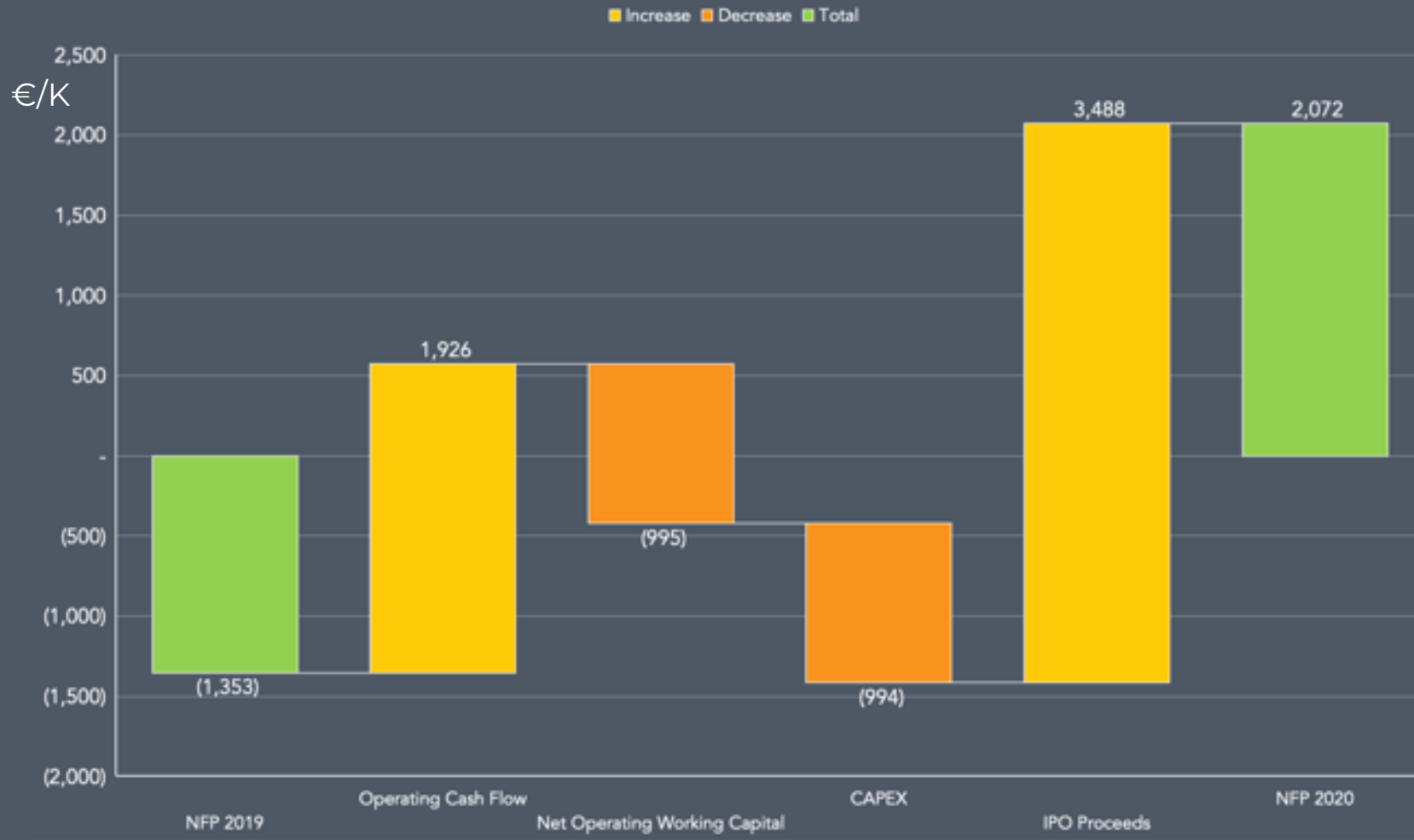
€/K



EBITDA
bridge

2020
VS
2019

2.1M€ NFP CASH
-1.4M€ in 2019



**NFP
 bridge**

**2020
 VS
 2019**

A person is captured in a dynamic pose, surfing on a wave. The scene is set during sunset or sunrise, with a warm, golden light illuminating the water and the sky. The surfer is positioned in the center-right of the frame, leaning forward with their right foot planted on the surfboard and their left leg bent. The water is splashing around the surfboard, creating a sense of motion and energy. The background shows a dark, silhouetted coastline under a deep blue sky.

CLOSING REMARKS

KEY SUCCESS FACTORS

Best of Breed Technology

Open Source, Cloud agnostic,
Enterprise-ready, No lock-in

Value-added proposition

SaaS products and services,
Methodologies and Practices



Tech Partnership

Market visibility, Enterprise support,
Local support, Win-win market strategy

Continuous Innovation

First Mover. Expertise in the sector.
Brand awareness. Contributions.

High standing client base

Long-term relationship. Top tier customers.
Different market sectors. No credit issues.

CONTACTS

INVESTOR RELATIONS MANAGER

SOURCESENSE

Mario Marchesi

investor_relations@sourcesense.com

INVESTOR RELATIONS ADVISOR

CDR COMMUNICATION

Silvia Di Rosa

silvia.dirosa@cdr-communication.it

THE CLOUD NATIVE WAY FOR YOUR BUSINESS APPLICATION

Thank you!

An underwater photograph showing a diver's helmet in the lower-left foreground, illuminated by a bright light source. The light creates a large, circular glow on the sandy seabed, revealing small fish and marine life. The background is dark and slightly out of focus, showing more of the seabed and some greenish vegetation.

APPENDIX A - FINANCIALS

CONSOLIDATED P&L FY2020

(€/000)	FY 2020	FY 2019	CHANGE 2020/2019	%
Sales and services revenues	16,129.0	14,455.0	1,674.0	12%
Total Revenues	16,129.0	14,455.0	1,674.0	12%
Increases in fixed assets for internal work	587.0	496.0	91.0	18%
Other income	526.0	526.0	0.0	0%
Value of production	17,242.0	15,477.0	1,765.0	11%
Consumption of raw and ancillary materials	(6,480.0)	(4,849.0)	(1,631.0)	34%
Cost of services	(1,853.0)	(1,911.0)	58.0	-3%
Leases and rentals	(378.0)	(334.0)	-44.0	13%
Personnel Expenses	(6,386.0)	(6,607.0)	221.0	-3%
Other operating expenses	(39.0)	(100.0)	61.0	-61%
EBITDA	2,106.0	1,676.0	430.0	26%
EBITDA margin	12.2%	10.8%		
Depreciation of intangible fixed assets	(733.0)	(610.0)	(123.0)	20%
Depreciation of tangible fixed assets	(12.0)	(5.0)	(7.0)	140%
Other write-downs of tangible and intangible fixed assets	(116.0)	-	(116.0)	
Credit write-downs	(37.0)	(99.0)	62.0	
EBIT	1,208.0	962.0	246.0	26%
EBIT margin	7.0%	6.2%		
Financial income / (charges)	(110.0)	(132.0)	22.0	-17%
Exchange profit/(losses)	39.0	18.0	21.0	117%
Financial management balance	(71.0)	(114.0)	43.0	-38%
Financial asset value adjustments	(1.0)	(2.0)	1.0	
EBT	1,136.0	846.0	290.0	34%
Taxes	(227.0)	(300.0)	73.0	-24%
Net income	909.0	546.0	363.0	66%
Profit margin	5.3%	3.5%		

+12%

+26%

+26%

+66%

CONSOLIDATED - ASSET & LIABILITIES FY2020

(€/000)	FY2020	FY2019	CHANGE 2020/2019	%
Receivables from customers	8,782.0	7,579.0	1,203.0	16%
Payables to suppliers	3,511.0	2,562.0	949.0	37%
Advances from customers	459.0	433.0	26.0	6%
Operating working capital	4,812.0	4,584.0	228.0	5%
Other activities	1,159.0	1,092.0	67.0	6%
Other liabilities and provisions	2,161.0	2,339.0	(178.0)	-8%
Net working capital	3,810.0	3,337.0	473.0	14%
Tangible fixed assets	119.0	16.0	103.0	644%
Intangible fixed assets	1,531.0	980.0	551.0	56%
Financial fixed asstes	2	2	0	0
Fixed assets	1,652.0	998.0	654.0	66%
Gross invested capital	5,462.0	4,335.0	1,127.0	26%
TFR	(1,470.0)	(1,320.0)	(150.0)	11%
Fondi rischi e oneri	(8.0)	(2.0)	(6.0)	-
Net invested capital	3,984.0	3,013.0	971.0	32%
bank and other short-term loans	703.0	1,453.0	(750.0)	-52%
bank and other long-term loans	591.0	382.0	209.0	55%
Total financial debt	1,294.0	1,835.0	(541.0)	-29%
Cash and cash equivalents	(3,366.0)	(482.0)	(2,884.0)	598%
NFP	(2,072.0)	1,353.0	(3,425.0)	-253%
Share capital	828.0	558.0	270.0	48%
Reserves	4,320.0	555.0	3,765.0	678%
Profit/(loss)	908.0	546.0	362.0	66%
Shareholders' Equity	6,056.0	1,660.0	4,396.0	265%
Total sources	3,984.0	3,013.0	971.0	32%

CONSOLIDATED - NFP P&L FY2020

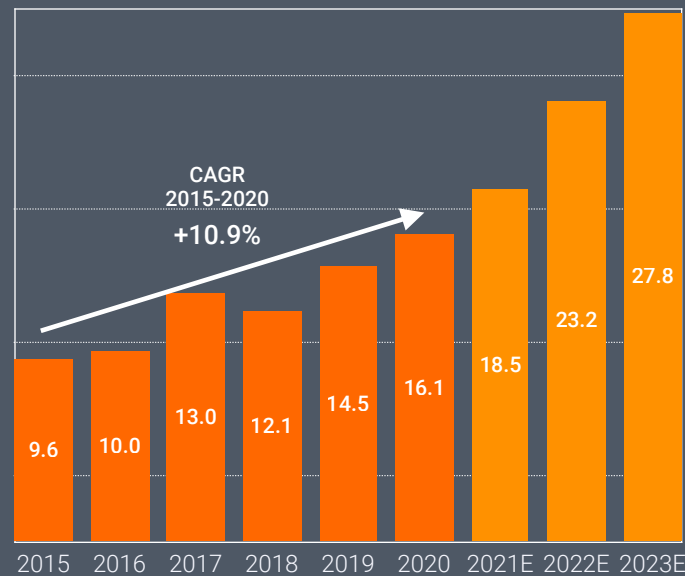
(€/000)	31.12.2020	31.12.2019
Cash and cash equivalents	3,366.0	482.0
Non-fixed financial assets	0.0	0.0
Short-term financial debts		
Payables to banks within 12 months	592.0	1,269.0
Payables to others within 12 months	112.0	184.0
Total short-term financial debts	704.0	1,453.0
Short-term Net Financial Position	2,662	(971)
Medium / long-term financial debts		
Payables to banks over 12 months	560.0	224.0
Payables to others over 12 months	30.0	158.0
Total medium/ long-term financial debts	(590.0)	(382.0)
Net Financial Position	2,072	(1,353)

MARKET EXPECTATIONS at 2023

BUYER RECOMMENDATIONS

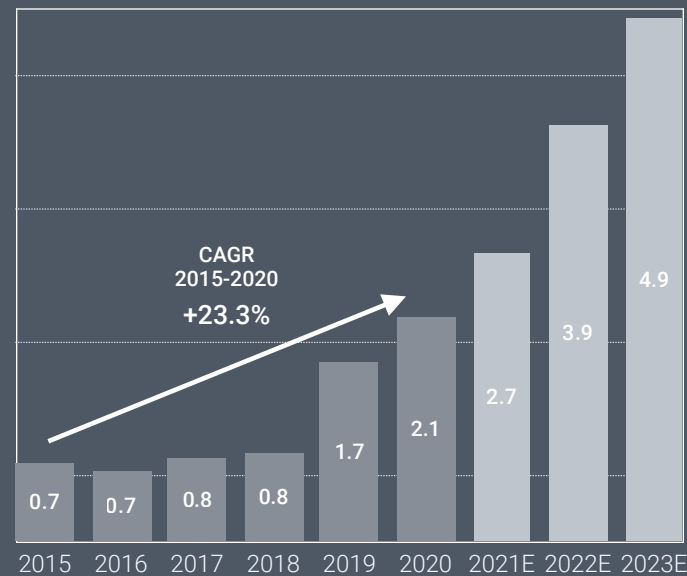
Analyst	Target Price
EnVent	€3.69

REVENUES (M€)



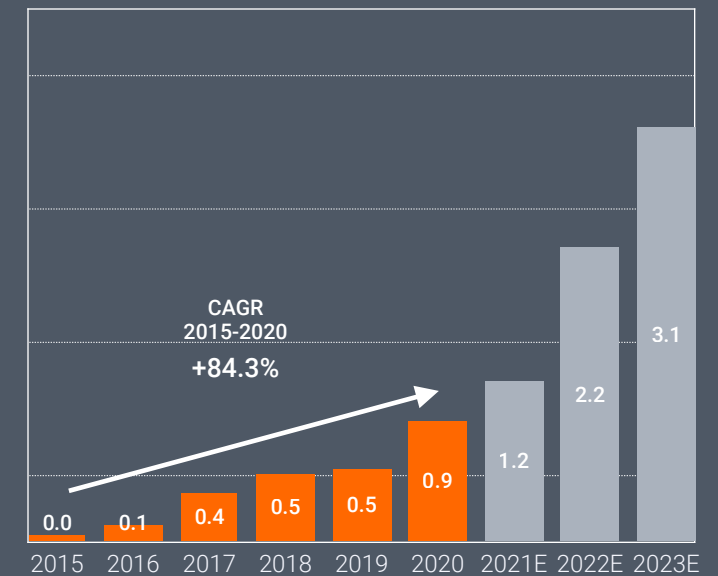
(*) Revenues 2017 affected by UK accounting policy alignment


EBITDA (M€)



2021-2023 Estimates by Analysts Coverage (EnVent)

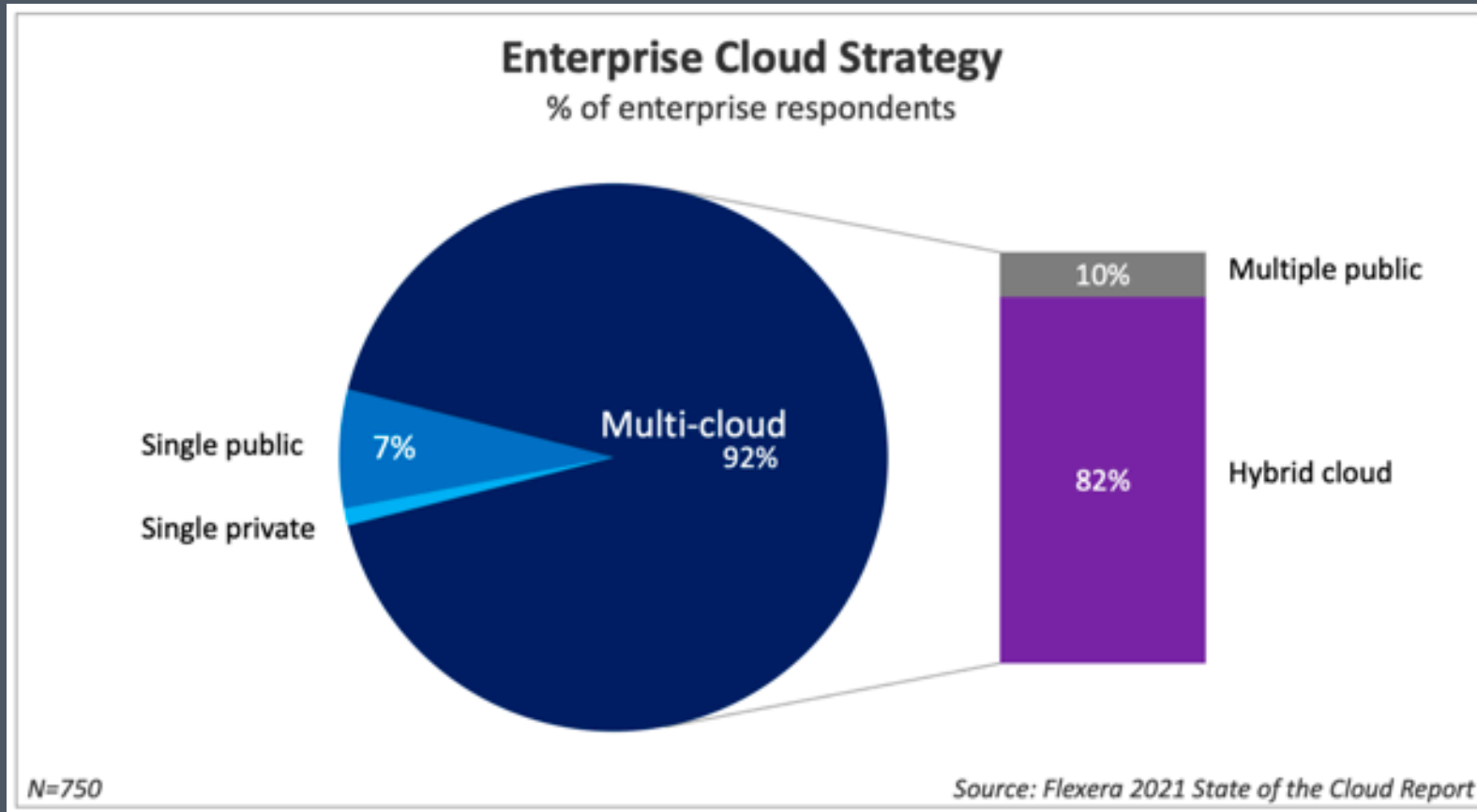
NET PROFIT (M€)



An aerial photograph of a river delta, showing a large, circular island in the foreground. The water is a mix of light and dark blue, indicating different depths and currents. The land is a mix of green and brown, suggesting a mix of vegetation and bare earth. The overall scene is a natural, undisturbed landscape.

APPENDIX B - BUSINESS MODEL

CLOUD ADOPTION STRATEGY



MARKET TREND

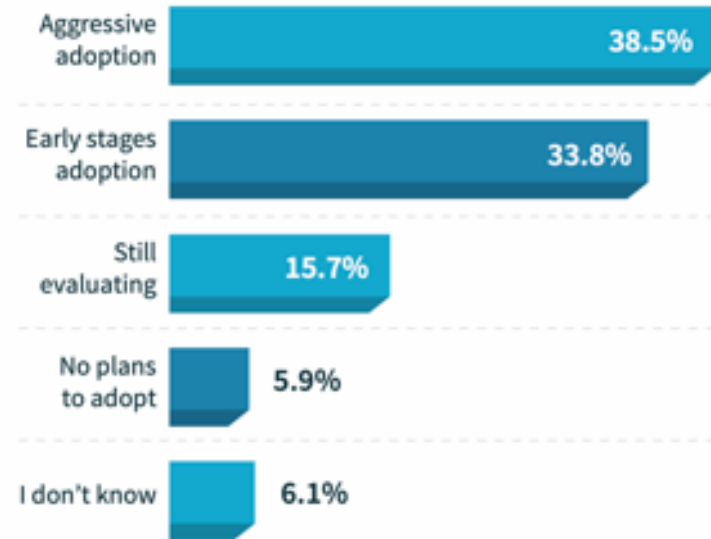
CLOUD ADOPTION
+18% YoY
estimate
in the
next 2 years

MORE
WORKLOADS AND DATA
IN THE CLOUD

ORGANIZATIONS
EMBRACE MULTI-CLOUD

CLOUD NATIVE TECH ADOPTION

Which describes your adoption of a cloud native infrastructure strategy?



Source: Lightbend Cloud Native Adoption Trends 2021

Which is MOST IMPORTANT in the move to "cloud native"? (all respondents)



Source: Lightbend Cloud Native Adoption Trends 2021

MARKET TREND

MULTI-CLOUD
92%
in
2021

CLOUD-NATIVE
TECHNOLOGIES
FULLY TAKES
ADVANTAGE OF THE
CLOUD WITH NO DEPS
TO A SPECIFIC
CLOUD PROVIDER

ENTERPRISE OPEN SOURCE

Open source continues to play an important role in enterprise technology



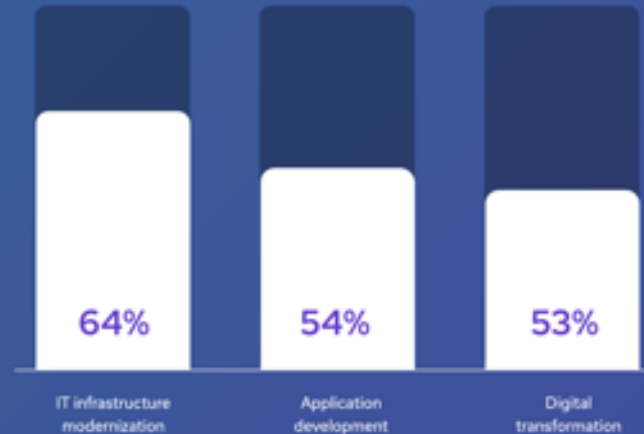
90% of IT leaders are using enterprise open source.

Source: Red Hat State of Enterprise Open Source Report 2021

Enterprise open source accelerates innovation

79% expect their use of enterprise open source software for emerging technologies to increase over the next two years

Infrastructure modernization strategies are the top use of enterprise open source



MARKET TREND

KEY
CLOUD NATIVE
TECHNOLOGIES
ARE
OPEN SOURCE

OPEN SOURCE
ACCELERATES
INNOVATION
AND
THE EXPANSION OF
ITS ECOSYSTEM IS
ACTUALLY
SPEEDING UP

CONTINUOUS INNOVATION

STANDING ON THE SHOULDERS OF GIANTS

“ Each year, hundreds of thousands of people contribute to **open source projects** that power our software systems and global economy, touching industries from banking and healthcare to media and transportation. ”

56M+

developers in 2020,
expected 100M by 2025

1.9B+

contributions added in 2020,
7.6M+ security alerts fixed in 2020

60M+

new repositories in 2020,
180K+ open source projects

Source: The 2020 state of the Octoverse - GitHub

TAKE-AWAY

COMMUNITIES
ARE DRIVING
THE
INNOVATION
OF THE
INFORMATION AGE

R&D
IS A CRUCIAL PART OF
OUR BUSINESS MODEL

SOURCESENSE
IS REGISTERED
AS INNOVATIVE SME