

# NETSOL Technologies

## Investor Presentation

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# Safe Harbor Statement

NASDAQ: NTWK



*This presentation may contain forward-looking statements relating to the development of NETSOL Technologies' products and services and future operating results, including statements regarding the Company that are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected. The words "believe," "expect," "anticipate," "intend," variations of such words, and similar expressions, identify forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, but their absence does not mean that the statement is not forward-looking. These statements are not guarantees of future performance and are subject to certain risks, uncertainties, and assumptions that are difficult to predict. Factors that could affect the Company's actual results include the progress and costs of the development of products and services and the timing of the market acceptance. Any forward-looking statements contained herein speak only as of the date hereof. The Company undertakes no obligation to update or review any forward-looking statements.*

*This presentation may reference non-GAAP measures such as EBITDA. EBITDA is defined as earnings before interest, taxes, depreciation and amortization. The Company uses EBITDA as a measure of the Company's operating trends. Investors are cautioned that EBITDA is not a measure of liquidity or of financial performance under Generally Accepted Accounting Principles (GAAP). The EBITDA numbers presented may not be comparable to similarly titled measures reported by other companies. EBITDA, while providing useful information, should not be considered in isolation or as an alternative to net income or cash flows as determined under GAAP. Investors are advised to carefully review and consider this information as well as the GAAP financial results that are disclosed in the Company's SEC filings.*

# About NETSOL

Leading provider of enterprise software solutions serving the global leasing and finance industry

# Overview

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## Recognized leader in asset finance and leasing software

- Numerous multi-country implementations

## Highly competitive portfolio of software solutions

- Leading enterprise software platform serving critical business functions

## Past R&D converting to new license and services revenue

- Securing large value projects with average deal size increasing
- Market endorsement by blue-chip multinationals on next-generation product, NFS Ascent™

## Offshore delivery model

- Talented team of offshore experts builds leverage in model



7

Global  
Delivery & Support  
Centers

1350+

Global Team of  
Experts

200+

Global Client  
Base



# Our Markets

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Strong Relationships with 200+ Clients Across Market Verticals

Auto Finance & Leasing



Bank & Asset Finance



Equipment Finance



# Experienced. Proven.

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40+ Years in The Americas

25+ Years in Europe

20+ Years in The APAC

Portfolio Managed Globally



\$200B+

Successful Implementations



300+

Global Clients



200+

Project Success Rate



100%

Users Globally



25K+

Connected Interfaces



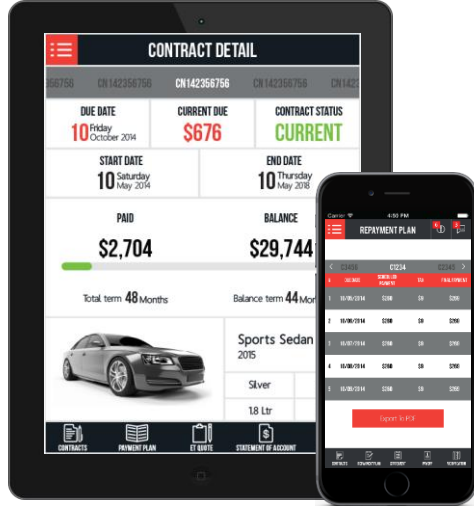
7K+

# Our Next-Gen Enterprise Software Solution

Next Generation  
Enterprise Solution



Web  
Desktop



- mPOS
- mAC
- mD
- mAU
- mFI
- mC

# NFS Ascent: End-to-End Solution

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## WFS

Wholesale Finance  
System

- Automates and manages the entire lifecycle
  - Powerful floor planning tools
  - Dealer & inventory financing
  - Support for asset & non-asset based financing

## LOS

Loan Origination  
System

- Web and mobile-based application that enables rapid data capture at the point of sale
  - Intuitive user experience
  - Flexible workflow management
  - User-defined financial products
  - Customizable scoring models
  - Automated decision-making

## CMS

Contract Management  
System

- Manages and maintains detailed credit contracts throughout their lifecycle
  - Flexible service based architecture
  - Business process designer
  - Comprehensive contract management
  - Global standards compliance

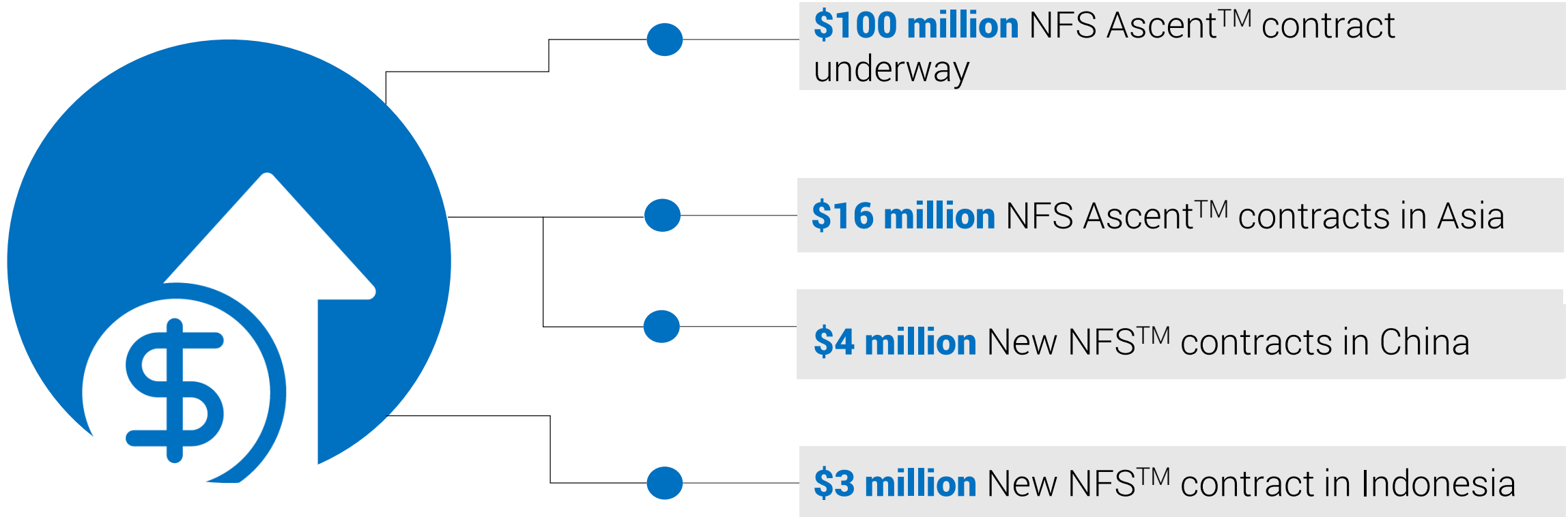


# Expanding Revenue Base

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## Long-term Contracts Create Stable Base to Build Upon



*Does not represent all deals. Provided for Illustrative purposes.*

# \$100 Million Ascent Contract

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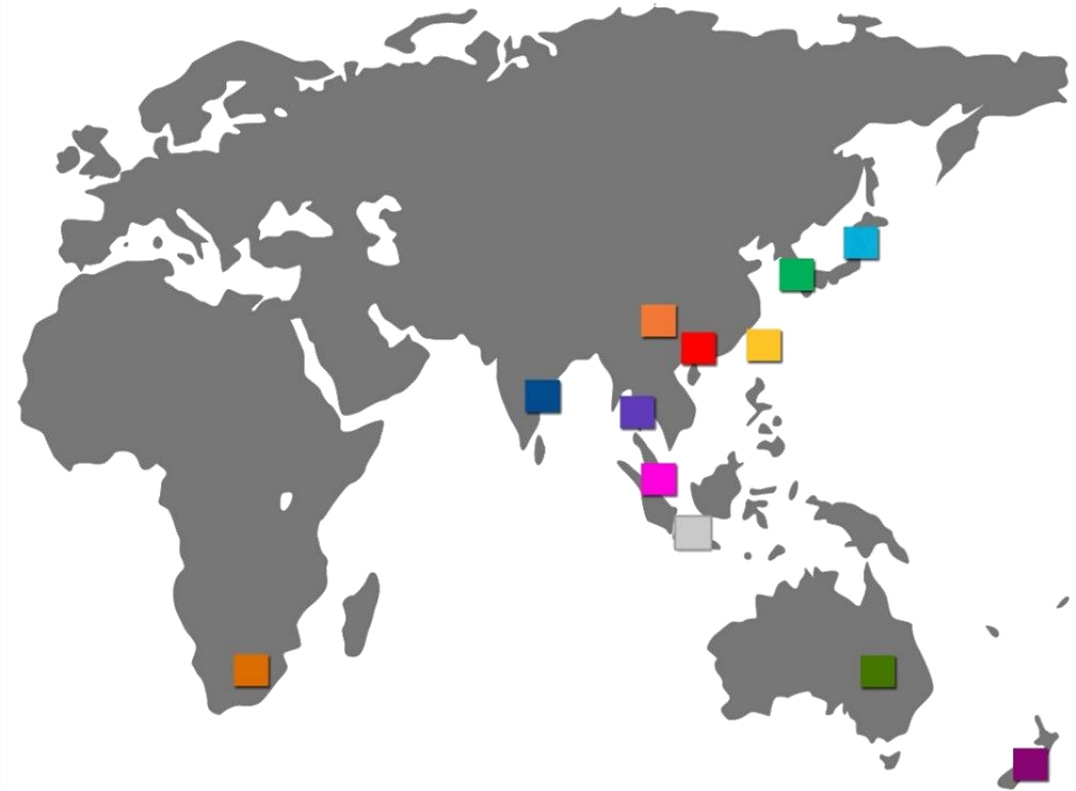


## Largest Contract in NETSOL's History

- Implementing in 12 countries: Upgrading existing NFS to NFS Ascent and expanding into one new country
- Maintenance recognized over 10-year period, increasing with each successful implementation
- Services and customization work will likely grow; provides for further potential upside in the contract
  - In Oct. 2017, secured amended contract for ~\$9.1 million in additional future rev. on top of original contract value

### Strong endorsement from long-standing client

- Provides top-tier reference for NFS Ascent platform's ability to cater to complex regional requirements
- Leveraging endorsement to create strong interest from existing and new clients seeking enhanced competitiveness by migrating to next generation solution suite



*\*\$100 million based on license, maintenance and anticipated services to be rendered to each country*



# Multiple Vectors for Growth and Expansion

## Land & Expand with New and Existing Customers

- ✓ Global presence and local expertise to capture future sales opportunities
- ✓ Robust client track record to drive new business
- ✓ U.S. market is a significant new growth opportunity



## Emerging Market & Homegrown System Updates

- ✓ Wealth of knowledge applied to future roadmap needs and new upgrade paths in emerging markets
- ✓ Cost arbitrage gained from capitalizing on delivery through a developing nation with cutting edge resource pool



## Next Generation NFS Ascent™ Solution

- ✓ Established upgrade pathway for existing clients to NFS Ascent
- ✓ Current implementations provide strong reference point for new clients
- ✓ Large multi-country, multi-million dollar opportunities



## Continued Support of NFS, LeaseSoft and LeasePak

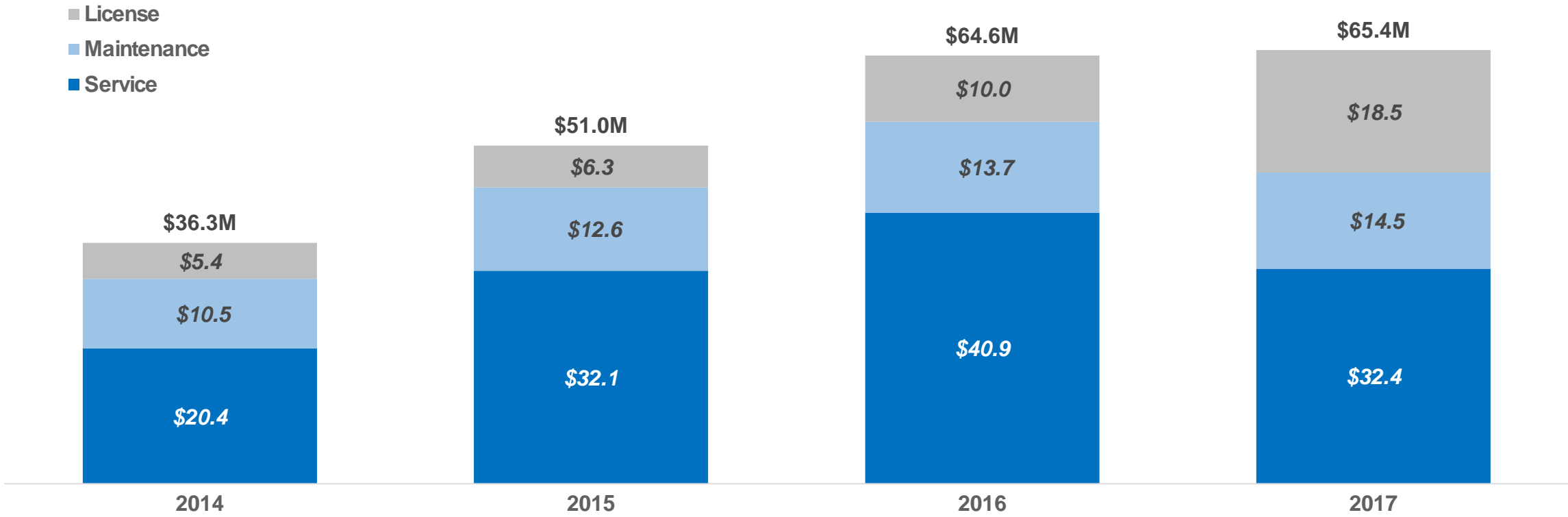
- ✓ Continued support on different solution models ensures flexibility in serving different market segments in varying maturity lifecycles
- ✓ Leasing and financing growth plays important trend



Strong Pipeline Across Geographies

# Annual Revenue Growth

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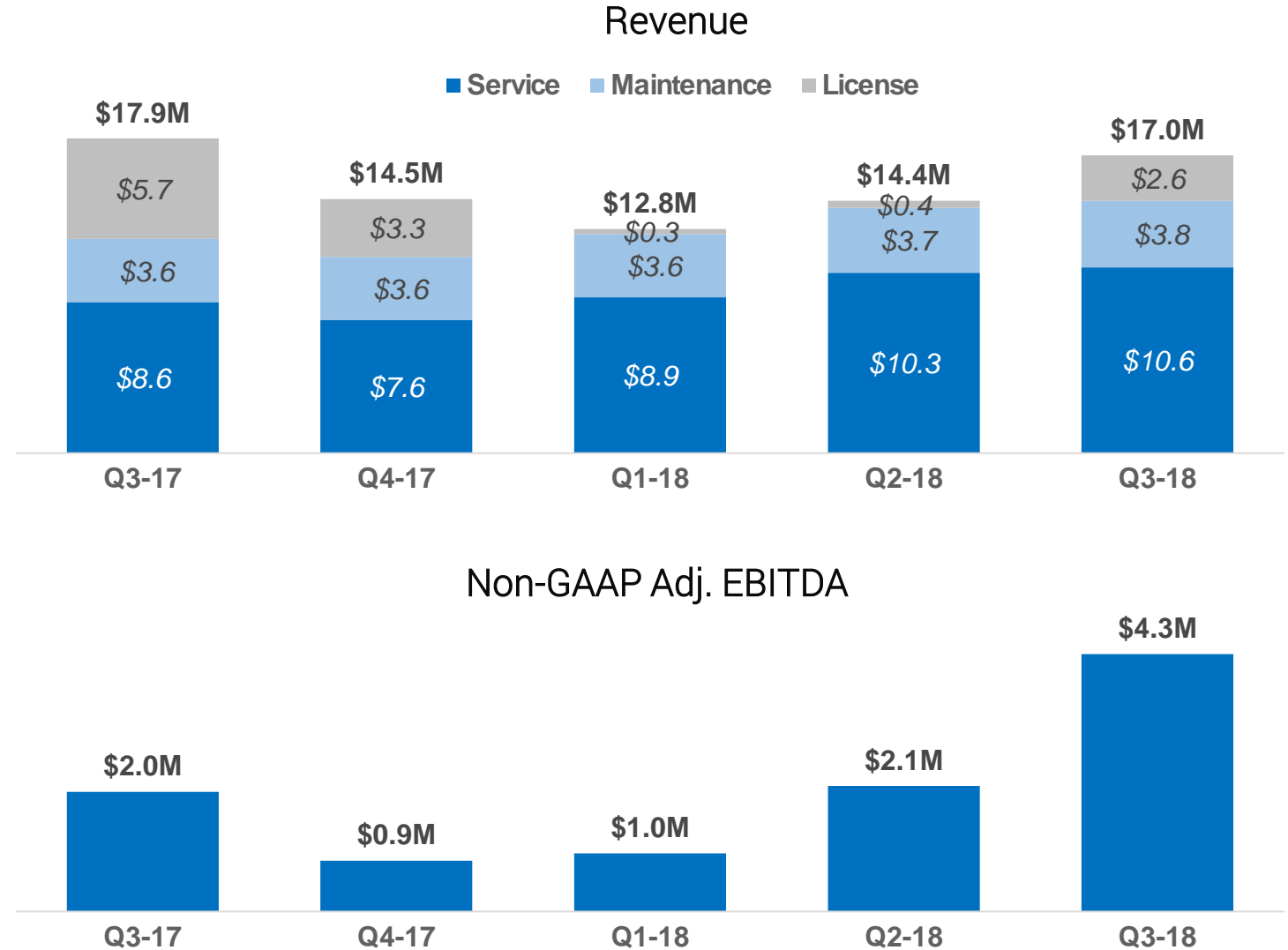


# Quarterly Performance

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- Improving quarterly financial performance
- Initiated new productivity and cost reduction initiatives in fiscal Q2-17
  - Total savings now at \$6.2 million with an anticipated reduction of more than \$7.0 million through fiscal 2018
- Growing non-GAAP adjusted EBITDA, which is a good proxy for cash earnings
- Stabilized cost structure can support a significant more amount of revenue without incremental investment

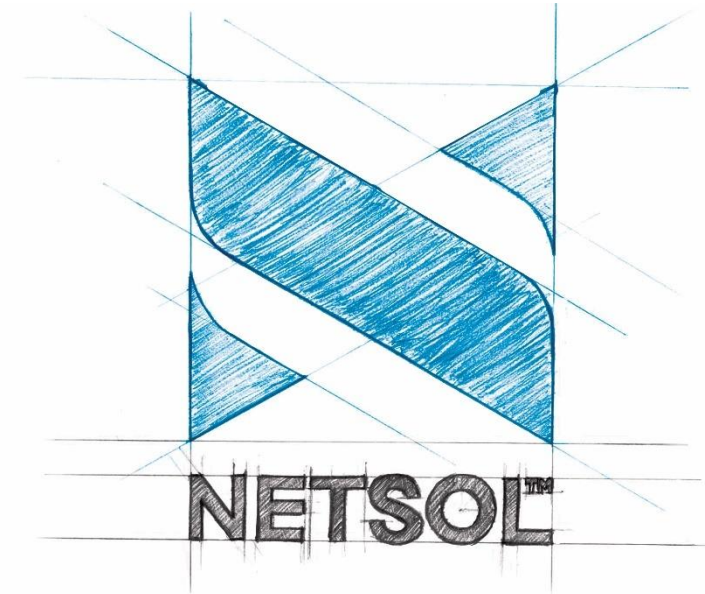


# Key Highlights

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- ✓ Global opportunities for growth
- ✓ Capital structure that is attractive to investment today
- ✓ Offshore delivery builds leverage in model
- ✓ Improving financial outlook
- ✓ Numerous multi-country implementations with global companies
- ✓ Average deal size is growing
- ✓ Favorable industry trends
- ✓ Attractive valuation relative to peers



“Innovation is in our blueprint.”

# Thank You

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