Made in Italy
Fund

Bayes Investments

EXPERT SYSTEM

European Investing Summit 2019, Hosted by MOI Global   3 October 2019

Made in Italy returns

		06-Oct-14	06-Oct-15	05-Oct-16	05-Oct-17	11-Oct-18	01-Oct-19	1 year return	Return since presentation
2018	Landi Renzo					1.06	0.99	-7%	-7%
2017	Finlogic				4.87	5.52	5.75	4%	18%
2016	La Doria			8.20		9.76	9.03	-7%	10%
2015	TIP		3.49			5.82	6.17	6%	77%
2014	Datalogic	8.45				25.90	12.58	-51%	49%

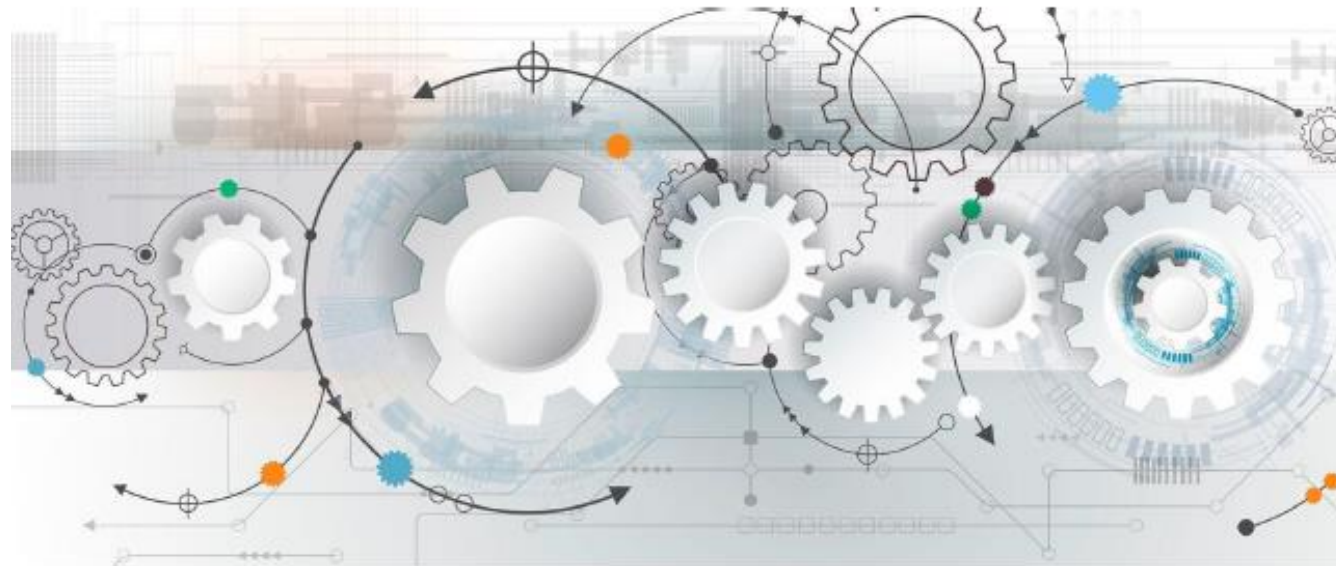**Where is the wisdom we have lost in knowledge?**
Where is the knowledge we have lost in information?

T.S. Eliot, The Rock
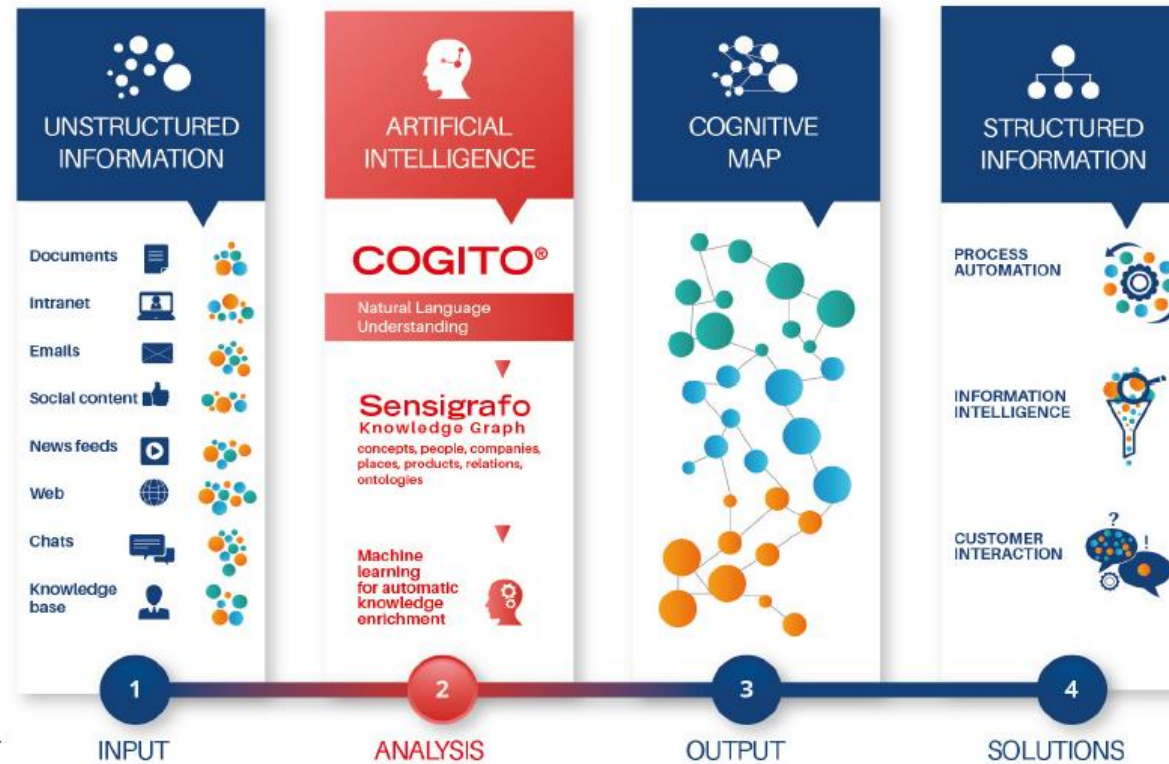
COGITO®: A UNIQUE
ARTIFICIAL INTELLIGENCE
TECHNOLOGY

An exercise in patience

A path to profitability

exsy-mil

	Dec '18	Dec '17	Dec '16	Dec '15	Dec '14
Sales/Revenue	28.7	25.6	22.2	16.6	12.0
EBITDA	3.3	-0.6	-2.7	1.2	3.2
EBIT (Operating Income)	-4.5	-8.0	-9.0	-4.0	1.6
EBIT Margin	-16%	-31%	-41%	-24%	13%
Net Income	-3.8	-8.3	-8.1	-3.3	1.0
Net Income Margin	-13%	-33%	-37%	-20%	8%
Long-Term Debt	14.8	14.7	15.3	13.2	4.8
Net Debt	7.6	4.2	6.8	6.9	-4.9
Net Debt/EBITDA	2.3	-6.7	-2.5	5.8	-1.5
Total Shareholders' Equity	15.1	19.3	16.4	20.2	19.3
Basic Shares Outstanding	35.8	35.6	27.6	25.1	22.2
Net Operating Cash Flow	2.1	-2.5	1.9	0.8	2.4
Capital Expenditures	5.5	5.9	6.1	19.0	4.0
Cash Dividends Paid	0.0	0.0	0.0	0.0	0.0
Free Cash Flow	2.0	-2.6	1.7	0.4	2.2
Return on Invested Capital (%)	-11.8	-25.4	-25.0	-11.4	5.7
Cash Flow Return on Invested Capital (%)	6.7	-7.8	5.9	2.9	13.9
Return on Equity (%)	-22.0	-46.7	-44.4	-16.7	7.9
Return on Total Capital (%)	-11.9	-20.8	-24.3	-17.9	2.5

A wide field of applications

Banking and Insurance: customer care and customer intelligence, compliance and anti-money laundering, cognitive automation of claims management, contract integrity and customer interaction, risk mitigation

Media and Publishing: content enrichment, product innovation, editorial productivity.

Government Defense and Intelligence: Cogito Intelligence Platform (CIP), Cyber security, Fraud protection, risk assessment

Life Sciences and Pharma: Information management, R&D, market intelligence.

Manufacturers, Oil & gas, IT, Telecoms, Utilities: Knowledge management, Customer support, Corporate intelligence, Risk mitigation, Robotic Process Automation (RPA)

Valuation – Italian discount

	Mkcap	2018 revenues	P/Sales	EV	2018 EBITDA	EV/EBITDA	EBITDA margin
Expert System	120	28.7	4	123	3.3	37	11%
Qualys	2,987	278.9	11	2,943	79.3	37	28%
Proofpoint	7,210	717.0	10	8,646	-27.5	-314	-4%
Splunk	17,718	1,803.0	10	18,242	-193.0	-95	-11%