

# NetSol Technologies Limited Annual Report 2020

## Company Overview

NetSol Technologies Limited is a leading provider of enterprise software solutions for the global finance and leasing industry. Founded in 1997, the company has established itself as a pioneer in developing innovative technology solutions that help financial institutions streamline their operations and enhance customer experiences. In 2020, NetSol continued to expand its global footprint with offices in Pakistan, USA, UK, China, and Thailand. Our flagship product, NFS Ascent, remains the industry-leading platform for automotive finance, equipment finance, and microfinance institutions worldwide.

## Financial Performance

Financial Metric	FY 2020 (USD)	FY 2019 (USD)	Growth
Net Revenue	\$24,640K	\$22,422K	+9.9%
Software License Revenue	\$9,856K	\$8,520K	+15.3%
Maintenance & Support	\$8,624K	\$8,072K	+7.2%
Professional Services	\$6,160K	\$5,829K	+6.4%
Gross Profit	\$16,016K	\$13,901K	+16.5%
Net Income	\$1,971K	\$1,675K	+17.6%
Total Assets	\$44,352K	\$41,690K	+6.4%

## Product Portfolio

NetSol's comprehensive product suite continued to drive growth in 2020: • **NFS Ascent Platform:** Our flagship auto finance solution processed over \$12 billion in loan originations during 2020, serving major financial institutions across North America, Europe, and Asia. • **LeasePak:** The leasing solution showed strong adoption with 15 new implementations, particularly in the equipment finance sector. • **Apparo:** Our mobile-first solution for emerging markets gained significant traction with 8 new deployments in Asia and Africa. • **WholesalePro:** The dealer management system expanded its market share with enhanced features for inventory management and customer relationship management. Total active installations reached 205 across 48 countries, representing a 13.9% increase in our global footprint.

## Regional Performance

Region	Revenue Share	2020 Growth	Key Achievements
North America	45%	+12%	Tier-1 bank implementation
Europe	25%	+8%	Brexit compliance updates
Asia Pacific	20%	+18%	China market expansion
Middle East & Africa	10%	+15%	New Islamic finance features