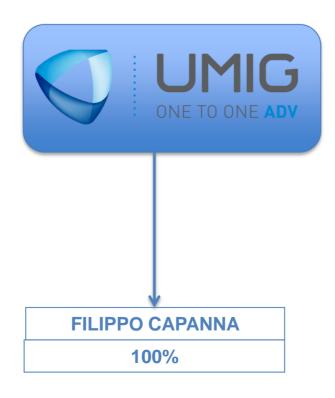
# REPORT ON ACQUISITION OF SHARES AND SELL LINCENSING OF SOFTWARE 2014

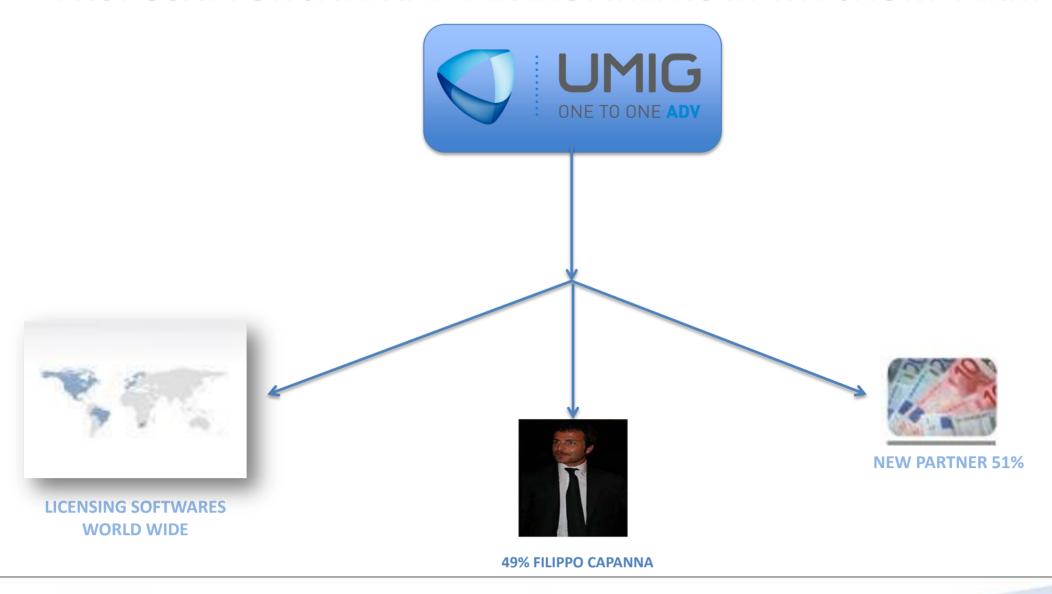


UMIG Italia Srl / Confidential / For Purpose Only

# **COMPANY STRUCTURE UMIG ITALY S.R.L.**



### PROPOSAL FOR SALE AND DEVELOPMENTS IN THE SHORT TERM



# **ABOUT US**

**UMIG Italy s.r.l.** is a licensee and publisher of advertising present in Italy. Founded in 2003 thanks to the experience gained in the development of new advertising media, specifically in the field of financial self-service ATMs, the Company is positioning itself as European leader in innovative solutions for Banking Communication.

Since 2004, after formal trade agreements with major IT companies and banking services in Italy, the Italy Umig created the first integrated model for the management of advertising on the ATM channel: **PubliATM System ®**.

In such a difficult time like this, banks are in the position of having to resort to solutions that solve key issues such as:

The Reduction of overhead costs, and more specifically in the management of ATM networks (which has always considered cost item) through royalties generated from the sale of advertising space

**Customer loyalty** (thus opening up new prospects for dialogue, information and involvement) with a massive expansion of the CRM.

"The redevelopment of the image" could be a first important cue to start.

### WHAT WE HAVE DONE

UMIG Italy has proved it can make real avant-garde projects, through careful analysis, attendance at events, large number of meetings with banks, dozens of partnerships, it has come to **PubliATM System** ®

PubliATM System is a software and not only: a new philosophy to "Communication" is a solution that offers the true reconciliation of the interests of stakeholders, theorized by the main models of economic success.

PubliATM System transmits commercials thirds of the entire screen of the ATM, during times of pending transactions, turning them into moments of entertainment, information and solidarity is an innovative "media-software" that can develop marketing applications " One to One "or to select advertising that are customized for the end user in harmony with the institutional aims of the bank and in compliance with privacy laws and advertising self-regulations. Moreover, unlike traditional media, this system allows to obtain a high number of contacts (average about 2,000 contacts per month to ATM) and conquer the highest level of attention of the user, catching up with the message at the time of waiting for the ATM transactions (cash withdrawals, consulting and printing of the balance, charging machine), not in any way extending the waiting time for the user.

The long study of the market, the banking world as that of dell'ADV, led us to create a business model that can simultaneously generate high revenues, high redemption advertising and an extraordinary emotional involvement of the users of the ATM.

It is the simplicity of the business model that makes this possible:

UMIG offers banks a license to use PubliATM System under FREE;

compared to what the Bank shall grant the concession to UMIG advertising spaces available time within the ATM (Idle Time);

UMIG comes to the advertising market with their offerings (Banks ATM network) through direct contact with the Marketing Manager of large advertisers, through partnerships with advertising agencies and \ or by the big media centers holders of advertising budgets;

From the sale of advertising time banks get a royalty that is to eliminate more than half the cost of ATM management support in a year;

The advertisers get a low cost and justified, high profiled, a very detailed reporting of the campaigns carried out (actual number and distribution of contacts in the territory, type of client by gender and age) and the possibility of being supporters of responsibility for special projects a return of capital with major image; "A Transaction for a Smile" is what is more just, ethical, innovative and above all you can transform you from passive recipient of a message to an active and vital to the development of projects related to the world "socially responsible".

This is what ultimately UMIG has managed to cut first and then tailor to sew, making a plan and a business model, an absolute winner.

# WHAT WE ARE DOING

The Business Unit Technology of UMIG (Se-Web Agency) has implemented the platform PubliATM System vrs 3.02 and is in the process of implementation of an innovative software: BET-ATM System.

Create wealth and combine at the same time the Mission "A Transaction for a Smile" is the most important way to break down barriers and increase fearfully Brand Identity of all those involved in the whole process.

# **ACQUISITION OF UMIG**

The need today is, to find Potential Partners in a position to acquire necessarily the ATM network of the Italian and international banking market and also supporting the sale of licensing of softwares in the foreign market.

The Majority Shareholder suggests the acquisition of shares in the UMIG:

•51% New Partner

\*\* In this perspective, the buyer would be the copyright owner of Worldwide Softwares

# PROPOSED ACQUISITION SOFTWARES ONLY



**BET-ATM** 

**SYSTEM** 



The Majority Shareholder suggests an alternative, the opportunity to acquire only the software **PubliATM** Licensing System or **BET-ATM** exclusively for the Italian market, where the buyer intends to work with his own company and has no interest in acquiring shares of UMIG. Feasible addition, the extension of the Licensing to other countries or Worldwide.

Must be in any case considered, that to date UMIG, turns out to be the only one to operate in the world together with a competitor **I-Design** but equipped with technologies absolutely lower.

Cardtronics March 2013

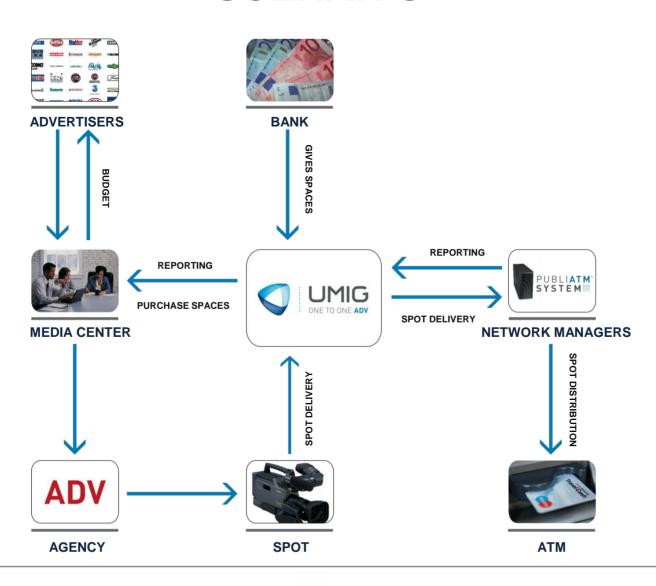
http://ir.cardtronics.com/releasedetail.cfm?ReleaseID=746214&ReleasesType=

Results first quarter 2013 Cardtronics

http://ir.cardtronics.com/releasedetail.cfm?releaseid=761557

# **DEVELOPMENT ASSUMPTION PUBLIATM**

# **SCENARIO**



# PROJECTIONS ON THE VALUES OF TURNOVER OF PUBLIATM

FUTURE PROJECTIONS IN €	2014	2015	2016	2017	2018
YEARLY ATM SPACES SOLD	1.000	5.000	9.000	15.000	20.000
GROWTH OF YEARLY ATM SPACES SOLD SALES		400,0%	80,0%	66,7%	33,3%
AVERAGE UNIT SALES PRICE	1.200	1.320	1.450	1.600	1.800
REVENUES IN EUROS	1.200.000	6.600.000	13.050.000	24.000.000	36.000.000
TOTAL COST OF GOODS	720.000	3.960.000	7.830.000	15.600.000	23.400.000
GROSS MARGIN	480.000	2.640.000	5.220.000	8.940.000	13.320.000
GROSS MARGIN AS PERCANTAGE OF SALES	40,0%	40,0%	40,0%	35,0%	35,0%
ASSUMED OVERHEADS	337.772	551.584	786.346	1.224.000	1.659.000
DEPRECIATION AND AMORTISATION	20.000	30.000	50.000	80.000	120.000
ASSUMED OPERATING PROFIT	142.228	2.088.416	4.433.654	7.716.000	11.661.000
FINANCIAL COSTS OR PROFITS	200.000				
ASSUMED EBITDA	169.540	2.208.700	4.674.640	8.131.754	12.287.715
CUMULATIVE EBITDA	169.540	2.378.240	7.052.880	15.184.634	27.472.349
NET PROFIT	88.352	1.392.277	<b>2.</b> 955.770	5.143.929	7.773.959

### THE OPPORTUNITY FOR INTERNATIONAL MARKET

Changes in consumer behavior, market saturation and increased operational costs have contributed to the decline in automated teller <u>machine</u> (ATM) profitability. Forward-looking financial institutions (FIs) are rethinking their ATM strategy and moving toward exciting new technologies.

UMIG offers a unique opportunity to use existing technology developed for the European market quickly in the International market without substantial additional development.



Recent innovations present FIs with an opportunity to turn ATMs into customer relationship tools, marketing to specific consumers. UMIG offers unique tools including interactive

Videos as well as reverse printing and other programs to utilize the customer ATM experience..Currently most ATMs offeronly couponing options, UMIG offers full video capabilities..



# **UMIG UNIQUE FEATURES**

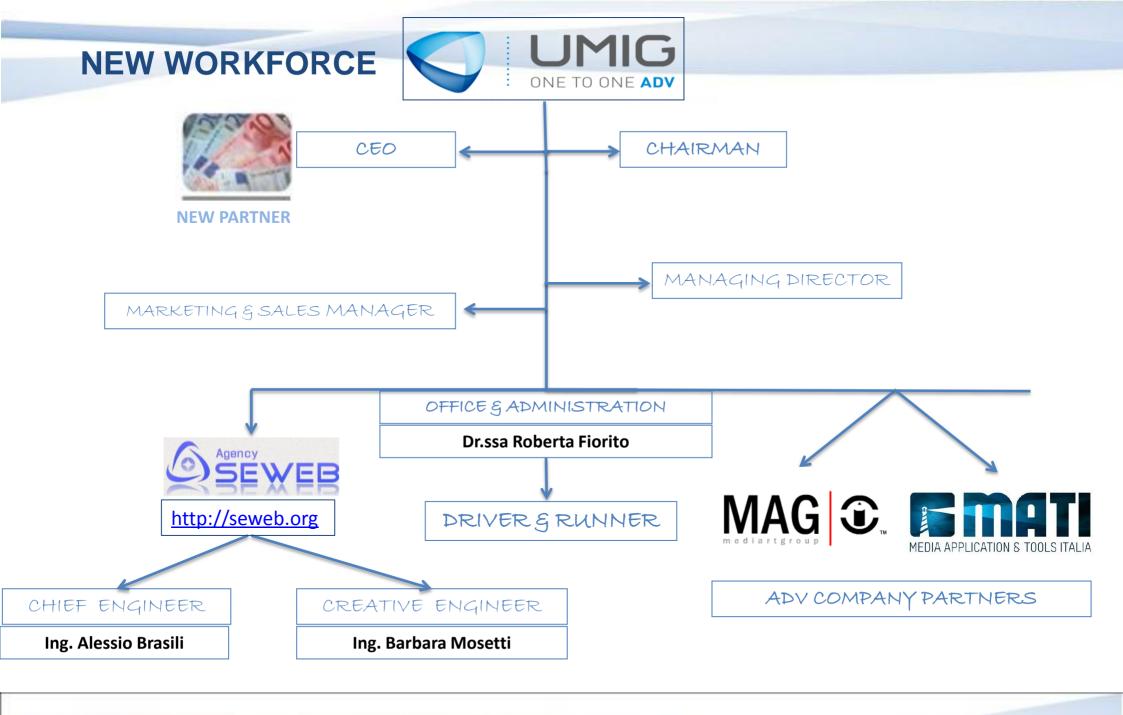
Interactive video consumer specific ads

Windows based technology

Third-party advertising offers significant Revenues to the financial institutions and ATM owners.

Capability of software targeting specific ATMs, locations and customer segments.

Opportunity to convert bank ATMs from an expense item to a revenue source. This offers significant additional revenue in a troubled economic environment.



# IMPROVE YOUR BUSINESS



To quickly view what has been done, connect to the link Showreel UMIG <a href="http://www.umig.it/video/video\_eng.html">http://www.umig.it/video/video\_eng.html</a>