

Corporate Overview

Financial Strength Through Customer Success

Bottomline Technologies (NASDAQ: EPAY) provides collaborative payment, invoice and document automation solutions to corporations, financial institutions and banks around the world. The company's solutions are used to streamline, automate and manage processes involving payments, invoicing, global cash management, supply chain finance and transactional documents. Organizations trust these solutions to meet their needs for cost reduction, competitive differentiation and optimization of working capital.

Industry Recognition

- Aite Group Best-in-Class for Global Cash Management: 2009
- *Law Technology News* Award for Vulcan Materials implementation: 2008
- *American Banker* and Financial Insights FinTech 100: 2006, 2007, 2008, 2009
- *Global Finance* "Who's Who" in International Treasury and Cash Management: 2008, 2009
- *Global Finance* Best AP Services: 2005, 2006, 2007, 2009
- Celent "Model Bank" Award for Fifth Third Bank implementation: 2008
- Financial Insights and *Tech Decisions* Insurer's Choice: 2007, 2008, 2009
- *START-IT* Top 50 Technologies: 2008
- *Bank Technology News* "Innovators" Award: 2007
- *Financial-i* "Leaders in Innovation" Award: 2007, 2009
- Aite Group Best-in-Class for International Payments: 2007
- Celent Corporate Cash Management: #1 for Advanced Technology, 2006
- UK IT Industry Award for cloud computing: 2009

Corporate Highlights

- World headquarters in Portsmouth, NH with regional offices in the US, UK, France, Germany, Netherlands and Australia
- 9,000 customers throughout 77 countries including 80 of the *Fortune* 100, 70 of the FTSE 100 and 15 of the top 25 global banks
- 15 patents issued
- 750 employees worldwide

Financial Highlights



- Strong balance sheet with over \$50 million cash and no debt
- Generated in excess of \$10 million operating cash flow each of the last five years and \$24 million in its most recent fiscal year
- FY 2009 revenue of \$138 million
- Predictable: 64% of revenue is recurring
- 29 consecutive quarters of positive EBITDA

Corporate Headquarters

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