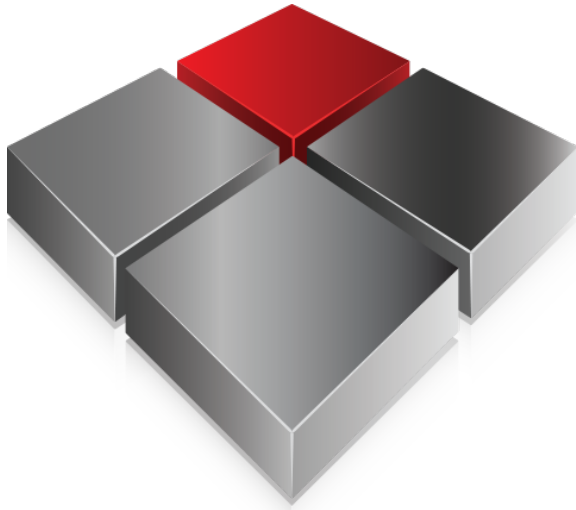




*Continuing
a Success Story
Preliminary Results
FY 2015*

BVB : AeRO : BNET
April, 2015



bittnet

Mihai Logofătu, Founder & CEO

***We build competences and IT
solutions for your future plans***

WHAT WE DO



- **IT trainings**

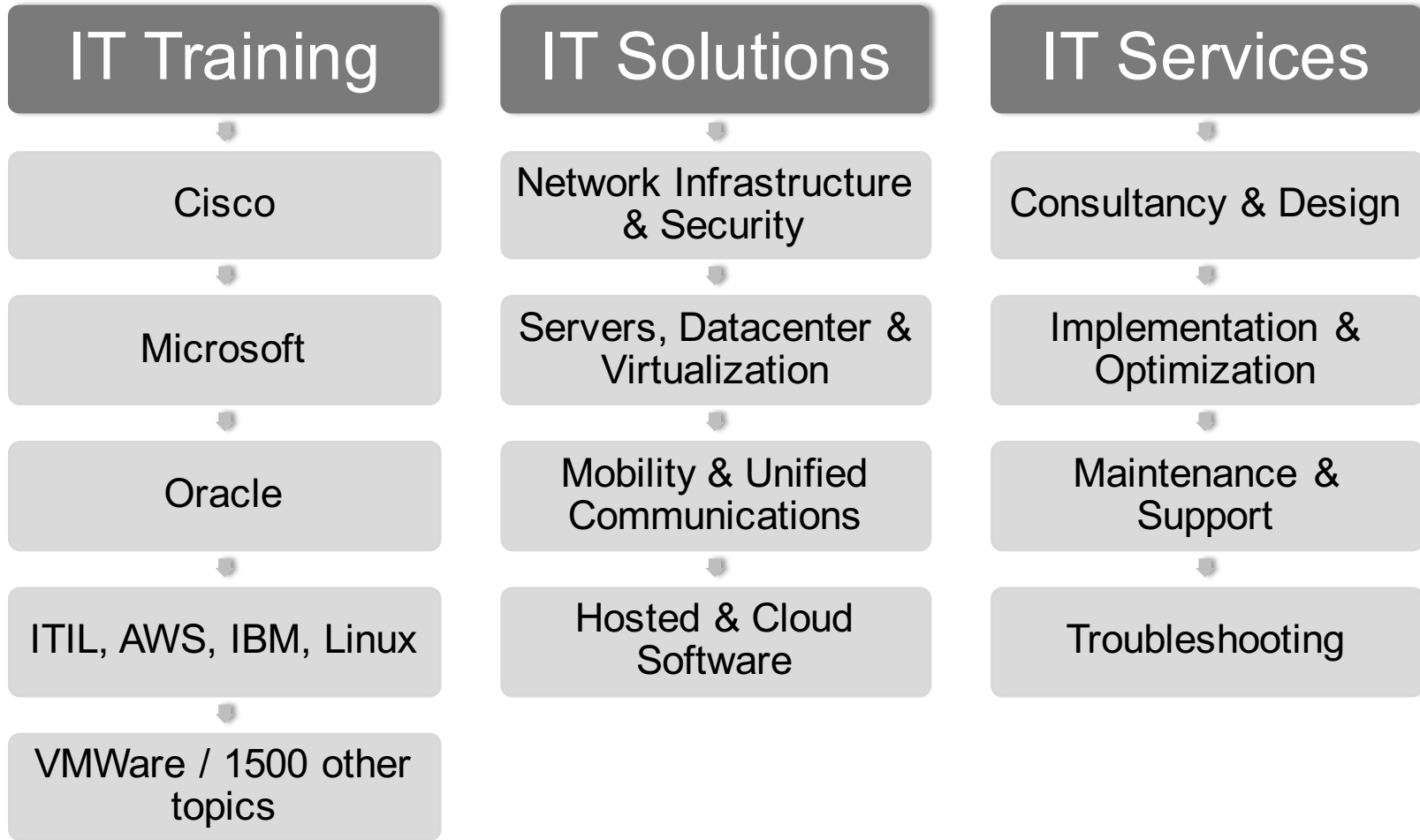
- *The IT training market leader*
- *Over 14.000 students taught*



- **IT solutions integrator**

- *The only company that financially guarantees the success of the customer's project*
- *Over 1000 IT Integration projects implemented*

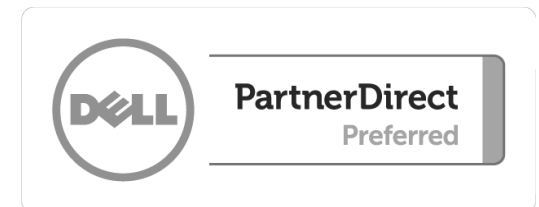
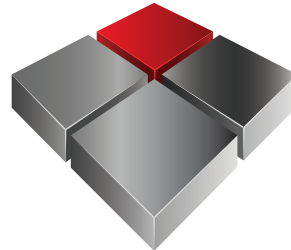
RANGE OF SERVICES



OUR CERTIFICATIONS



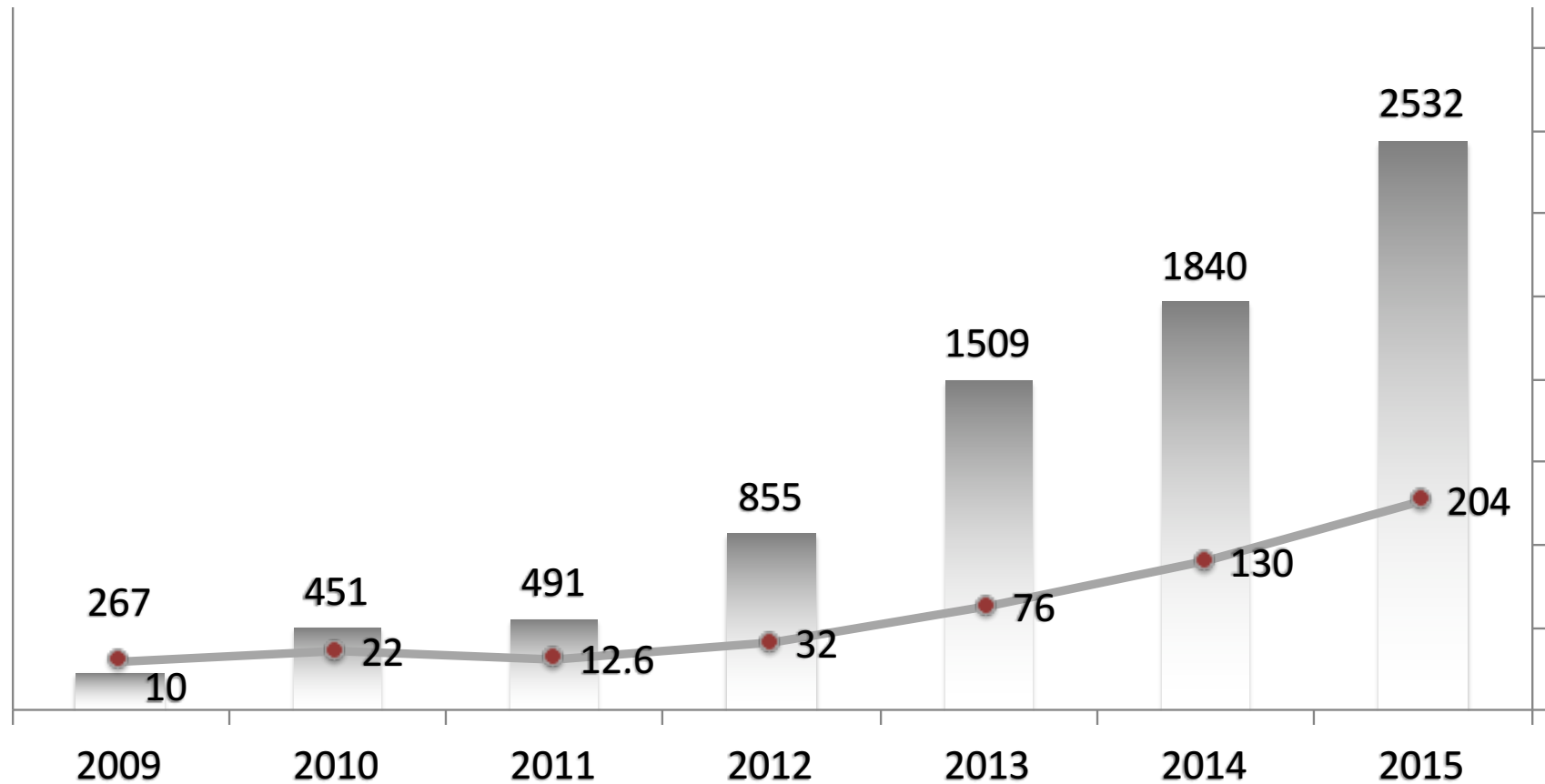
Microsoft Partner
Silver Learning
Silver Datacenter



BITTNET AT A GLANCE



Revenue and EBITDA evolution, EUR ,thou



BUSINESS DEVELOPMENT PLAN @ LISTING



1.

Strengthening position of IT Training market leader

2.

Capitalizing on the wide industry trends, including

- *BYOD (Bring Your Own Device)*
- *cloud services*
- *IT security*
- *nearshoring to Romania*

3.

Continuous development and creation of strategic partnerships

BUSINESS DEVELOPMENT PLAN @ LISTING

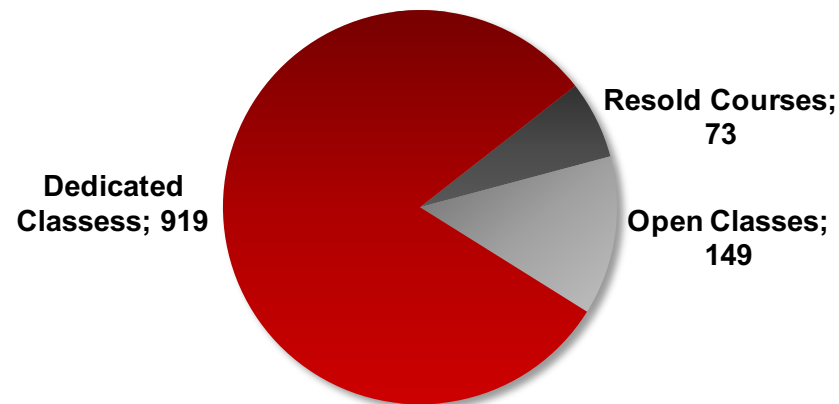


1.

Strengthening position of IT Training market leader

- *Added ITIL, Dell SonicWall and Citrix training authorizations*
- *Trained a number of 1141 students in 5 countries*
- *Only One-Stop-Shop training partner in Romania*

Number of students by class type



BUSINESS DEVELOPMENT PLAN @ LISTING



2.

Capitalizing on the wide industry trends, including *BYOD (Bring Your Own Device), cloud services, IT security, nearshoring to Romania*

- ***Focused on datacenter, virtualization and cloud – revenues up 160% vs 2014***
- ***Cloud training revenues up 7x vs 2014***
- ***Mobility revenues up 104% vs 2014***
- ***Closed multi-year contracts with shared support services companies located in Romania***
- ***Increased revenues from support services***

BUSINESS DEVELOPMENT PLAN @ LISTING



3.

Continuous development and creation of strategic partnerships

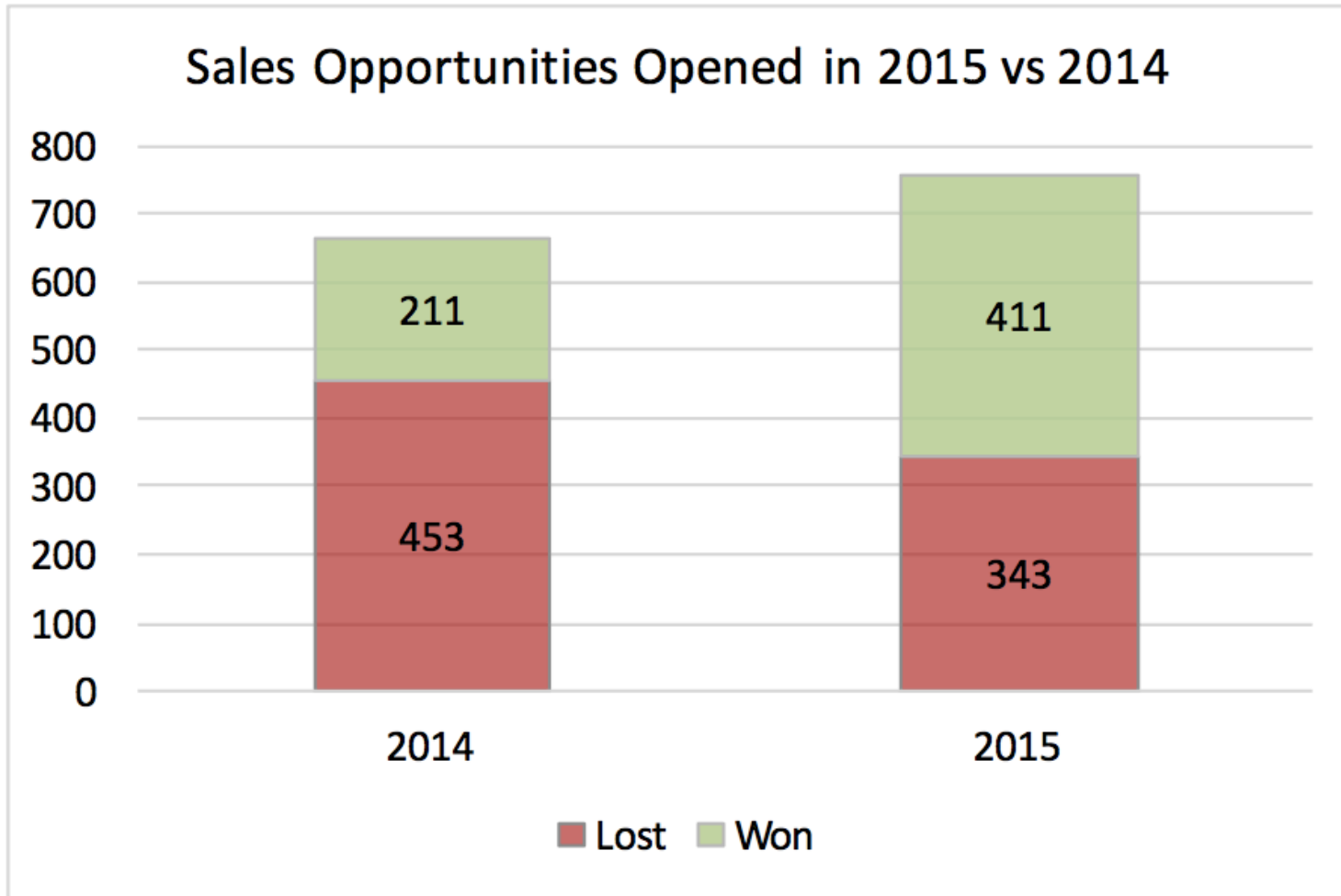
- *Broadened the portfolio – added new vendors (Citrix, Veeam)*
- *Expanded competencies within current partnerships:*
 - *4 new CCIE resources*
 - *1 Cisco BVP resource*
 - *5 new CCSI trainers*
 - *1 new Citrix instructors*
 - *1 ITIL instructor*
 - *1 Java instructor*
 - *3 new Microsoft certified instructors*
- *Expanded geographical reach – 1 new AM dedicated to Western market*

SALES ACTIVITY

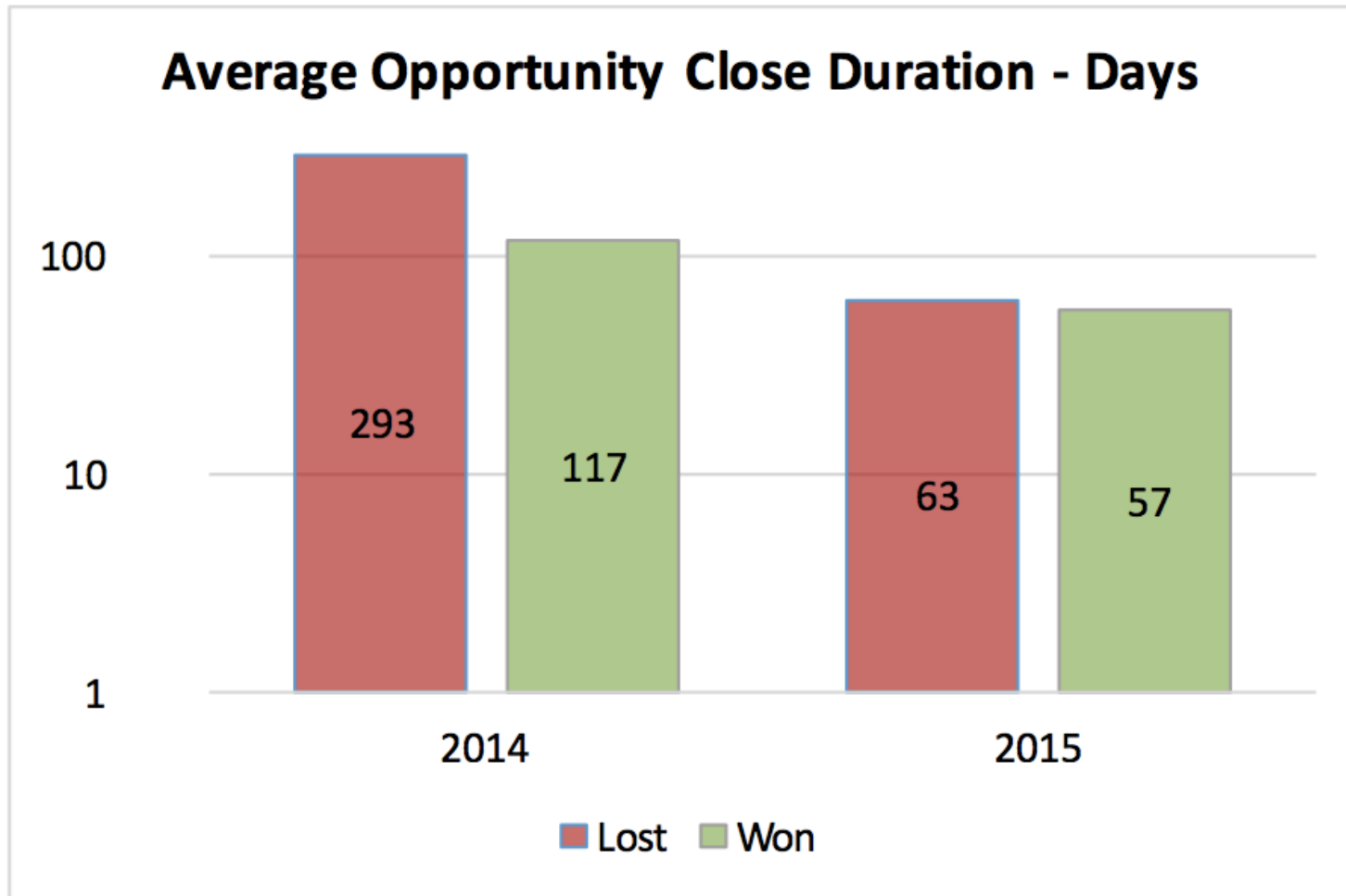


- **Full release of new CRM integrated with new ERP**
 - *“Wizard” like process to close opportunities*
 - *Maximum 8 seconds for producing standardized sales quotes*
 - *Automated reporting to relieve pressure on the teams’ time*
- **New sales bonus formula – better alignment of interests**
- **Sales support functions : 4 sales support positions**

SALES PERFORMANCE



SALES PERFORMANCE



TECHNICAL TEAM



Expansion of the team (number of people) and of certifications

- **5 new Cisco Certified Internetwork Experts, one of them Double CCIE Certified**

- **Citrix, Juniper and Checkpoint certified engineers**

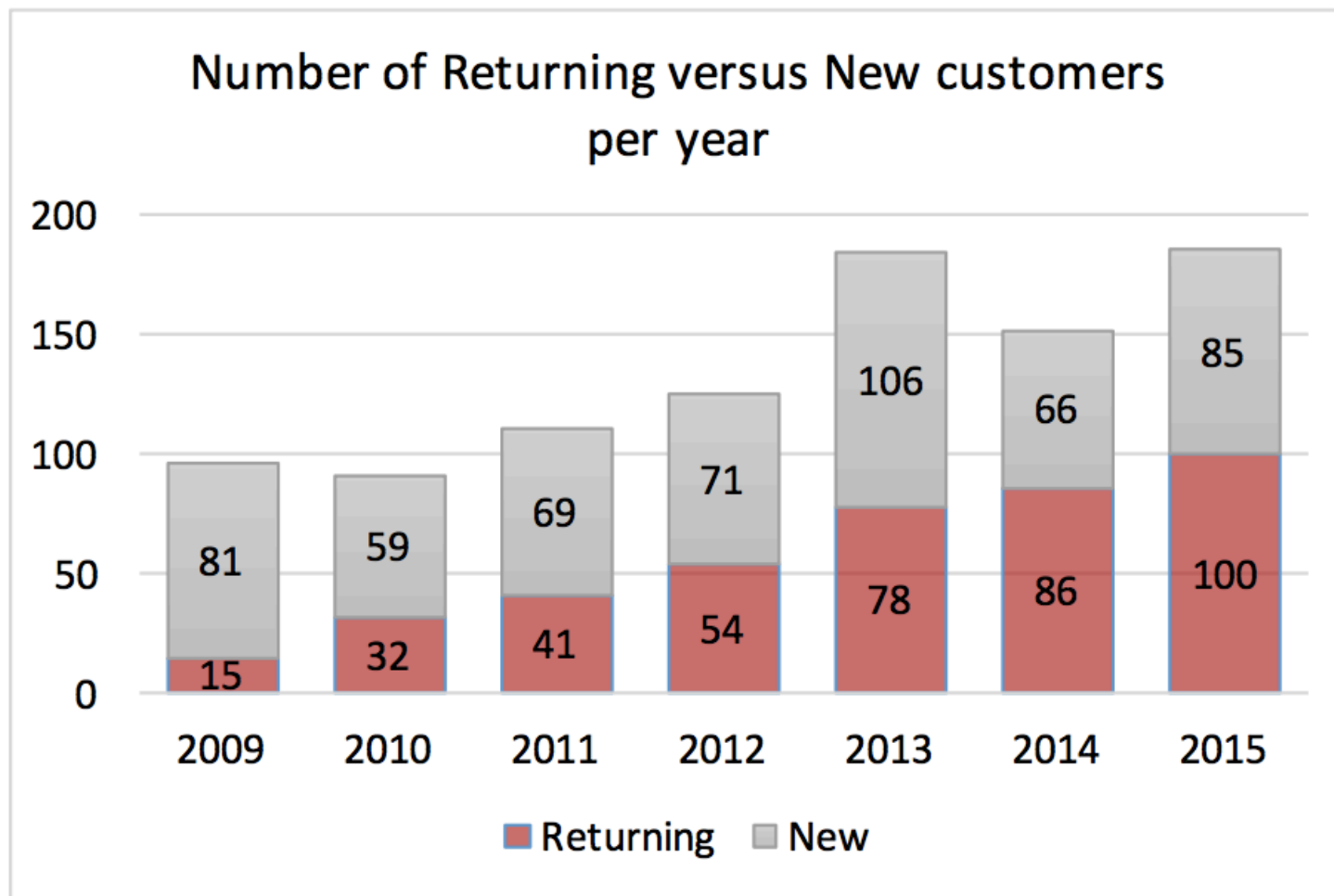
- **5 new Cisco Certified Instructors in 2015**

- **3 new Microsoft Certified Trainers**

- **5 AWS trainers in the process of getting certified**

- **1 ITIL certified trainer**

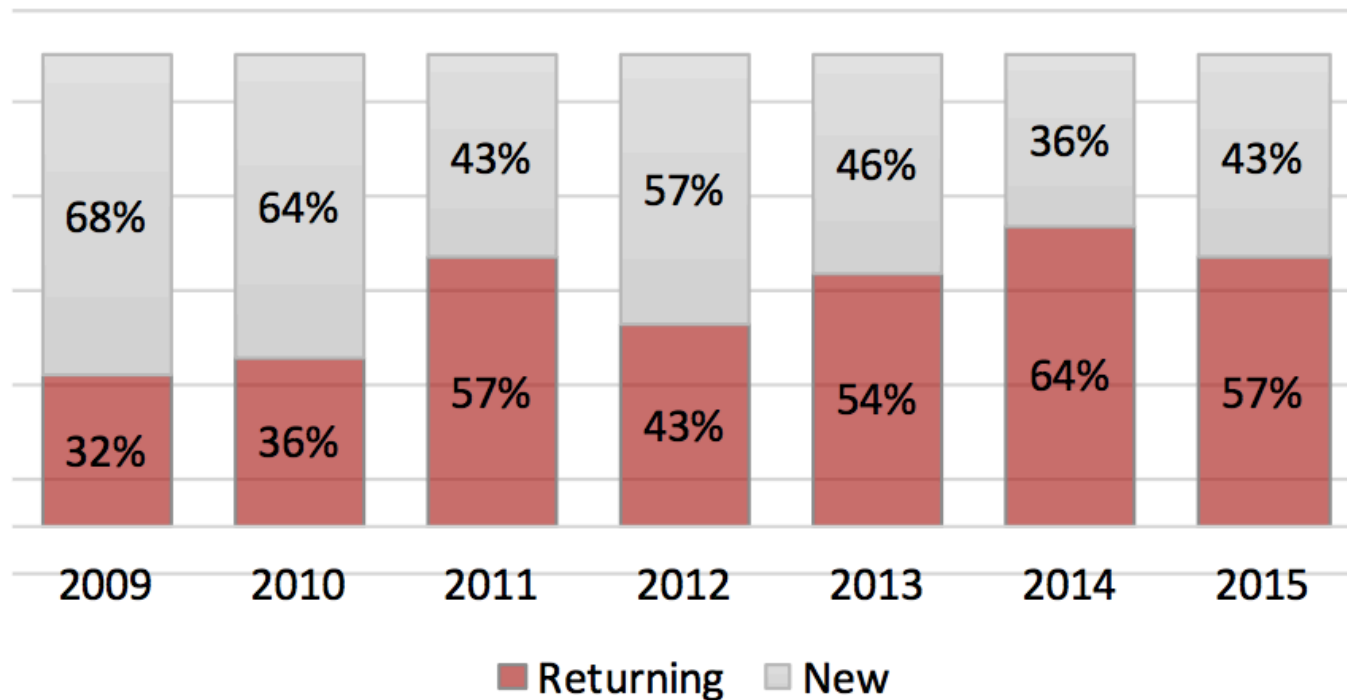
TECHNICAL RESULTS



TECHNICAL RESULTS



Revenue Breakdown between Returning and New Customers



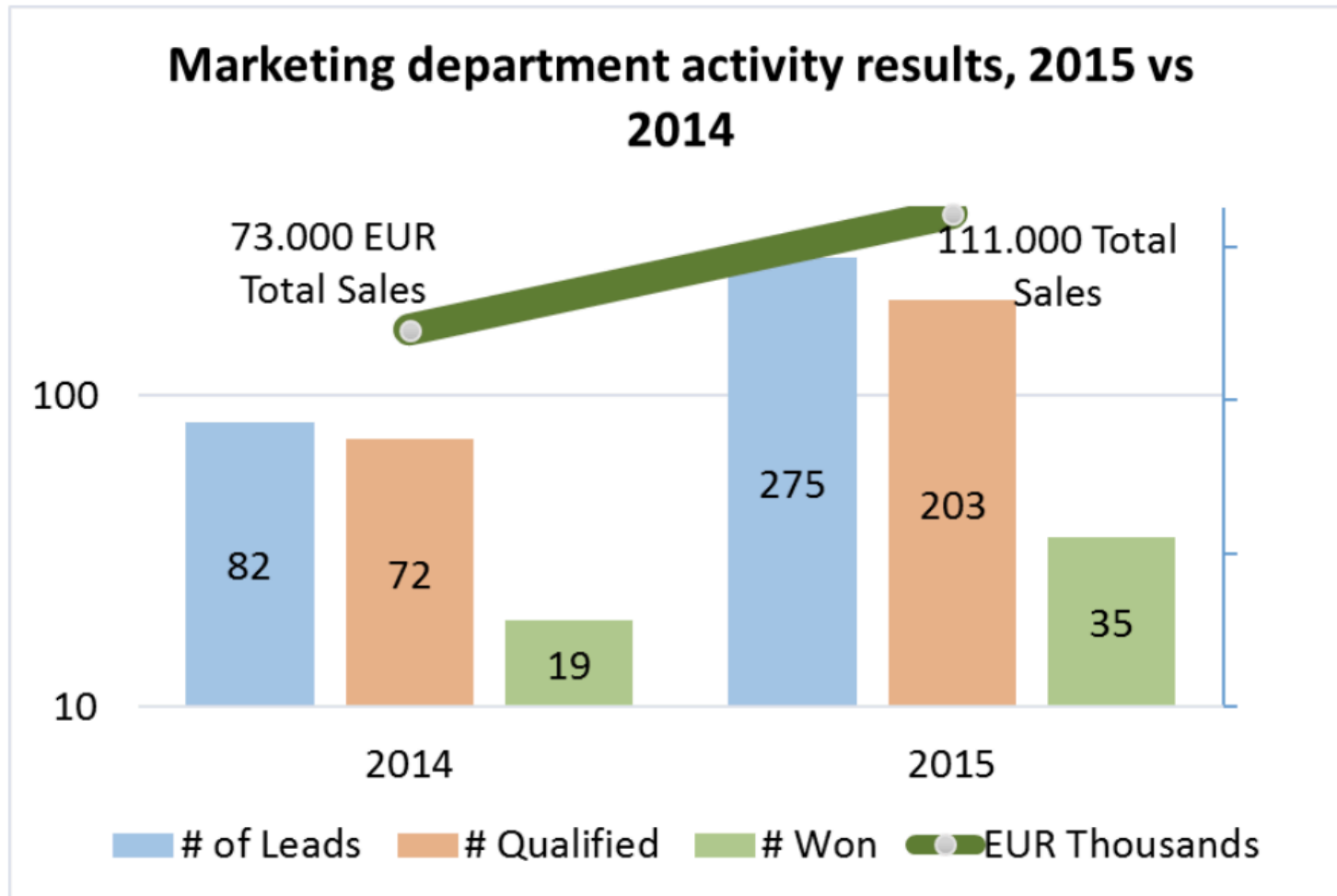
New ARPU: EUR 13.500, Returning ARPU: EUR 15.000

MARKETING TEAM



- **5th Edition of ITTF in Bucharest**
 - *160 participants, 3 days, 6 partners: Citrix, Oracle, Dell, Veeam, Colors in Project, UTI Academy*
- **June 2015: Cluj ITTF**
 - *6 workshops on Citrix, Cisco, Oracle and AWS*
- **Organized 2 AWSome days events**
 - *Bucharest and Cluj, 480 participants*

MARKETING RESULTS



FINANCIAL HIGHLIGHTS



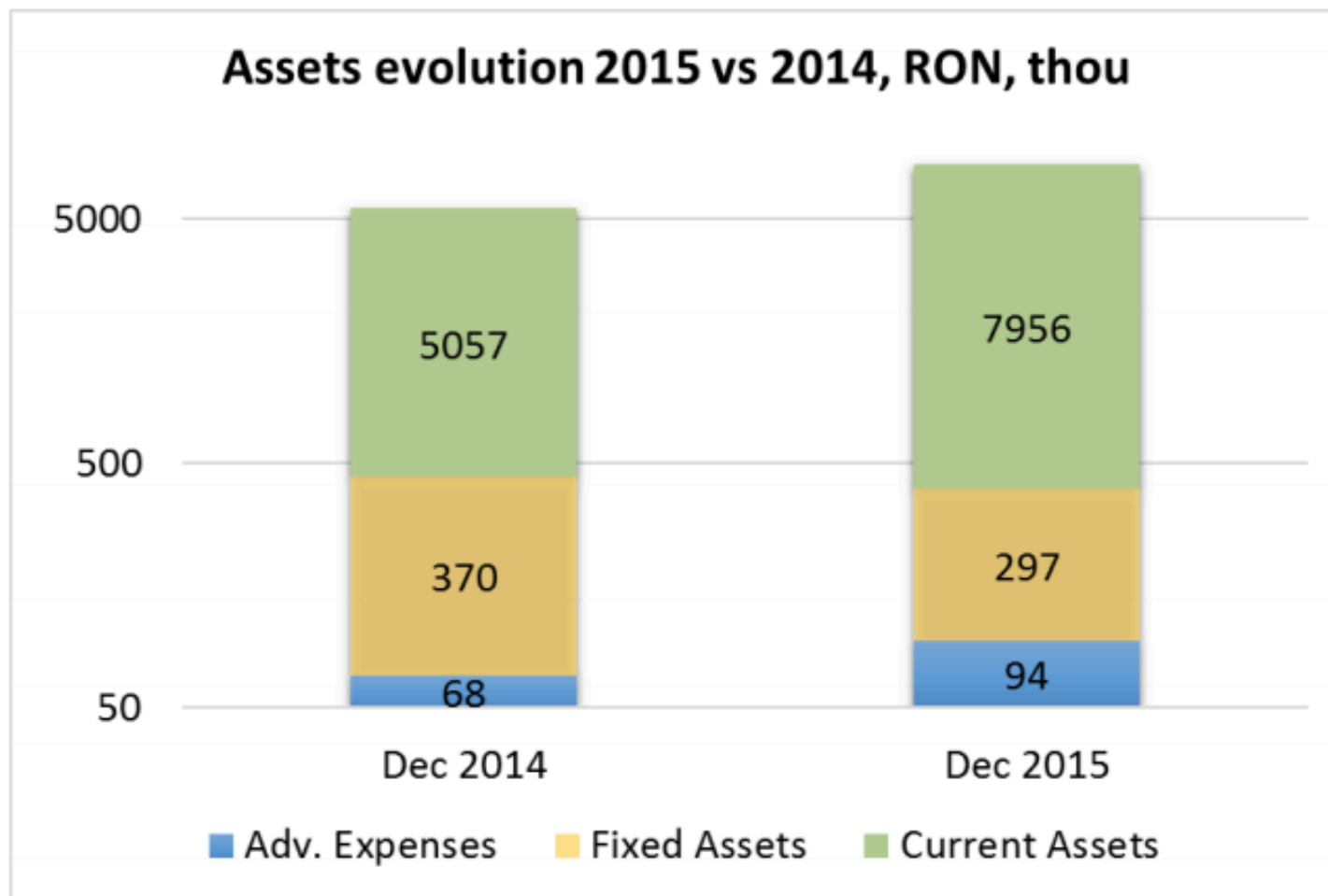
	2014	2015	YoY evolution
Total Revenues	8,37	11,27	+35%
IT Integration	5,68	6,95	+22%
IT Training	2,69	3,69	+37%
Financial (from BVB listing)	0	630	
Total Expenses	8,1	10,1	+25%
Net Profit	212	1,03	+386%
Income tax	56	187	
Interest Expenses	119	173	
Depreciation and Amortization	169	153	
EBIT	387	757	+96%
EBITDA	556	910	+64%
EPS	0.047	0.229	+221%
PER	37.2 (at listing)	6.7 (at february 19th)	

FINANCIAL HIGHLIGHTS

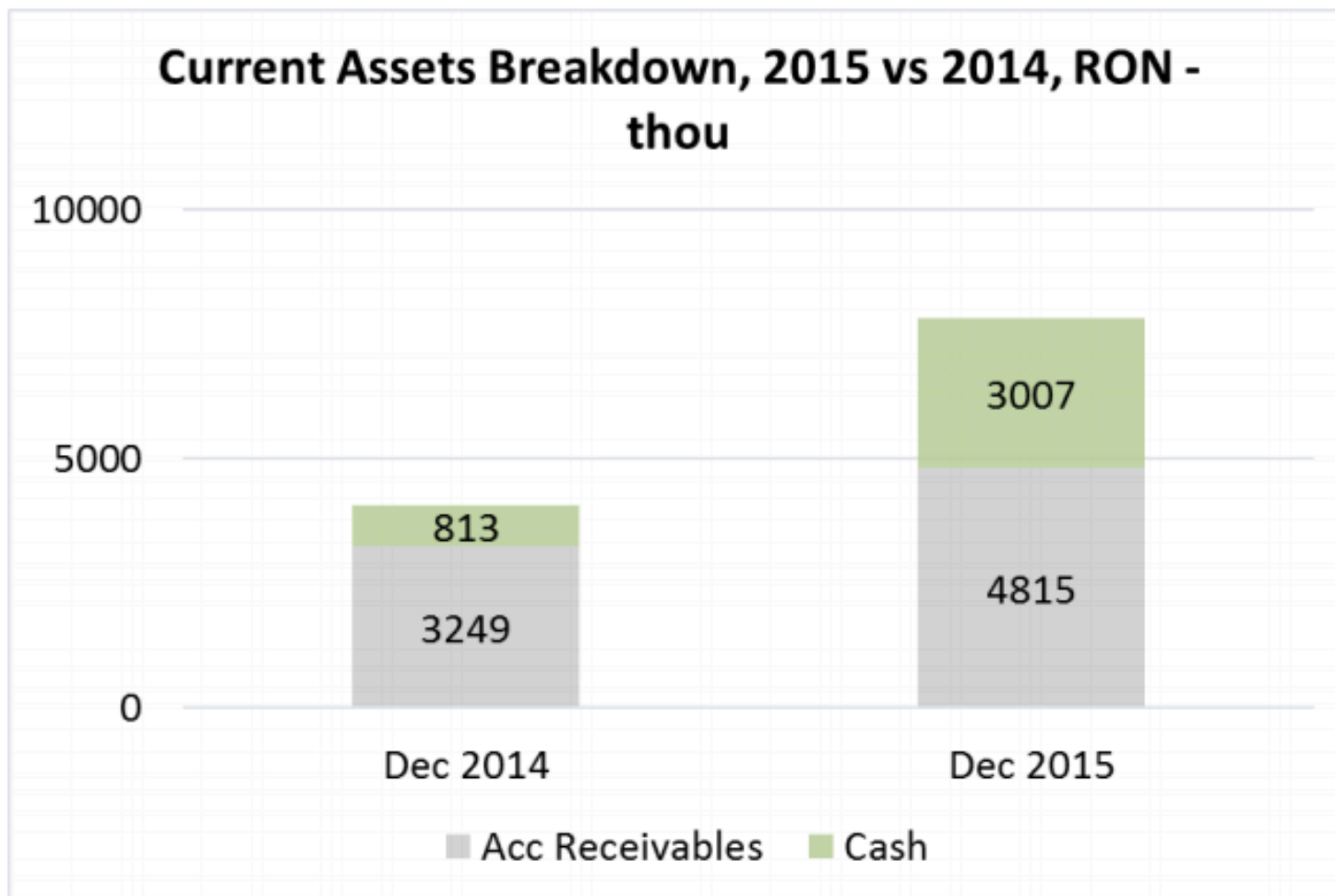


- **Main drivers of revenue growth :**
 - *Data center revenues: **+160%** versus 2014*
 - *Wireless / Mobility revenues: **+107%** versus 2014*
 - *Implementation / migration services: **+65%** versus 2014*
 - *Recurring technical support services: **+48%** versus 2014*
 - *Amazon web services training: **up 7 times** versus 2014*
 - *ITIL training: **+99%** versus 2014 - and much more profitable since we have obtained our own license*
 - *Microsoft training: **+104%** versus 2014*
 - *The addition of Citrix training: **RON 130.000***

FINANCIAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS



2016 OUTLOOK



We intend to pursue the same aggressive growth strategy in 2016 based on the same three pillars of growth:

**EXPANSION
OF THE
GEOGRAPHIC
COVERAGE**



**PRODUCT
PORTFOLIO
EXPANSION**



**CAPITALIZING
ON INDUSTRY
TRENDS**

cloud technologies
managed services
“everything as a service”



FOR SHAREHOLDERS



Main Objective:

- *ensure strong financial base for continuing aggressive growth*

Proposals:

Full
incorporation
of profits
(2011-2015):
3 free shares

Issue of
3-5 year
corporate
bonds

Issue of
preferential
shares

Q&A

Mihai Logofătu, Owner & CEO



**THANK
YOU!**