



Continuing a **success** story

1 year on BVB

BVB : AeRO : **BNET**

**Mihai and Cristian
Logofătu**



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 in 9 years

Range of services

IT Training

Cisco

Microsoft

AWS, ITIL

Linux, Oracle, Citrix,
IBM

VMWare / 1500 other
topics

IT Solutions

Network Infrastructure
& Security

Servers, Datacenter &
Virtualization

Mobility & Unified
Communications

Hosted & Cloud
Software

IT Services

Consultancy & Design

Implementation &
Optimization

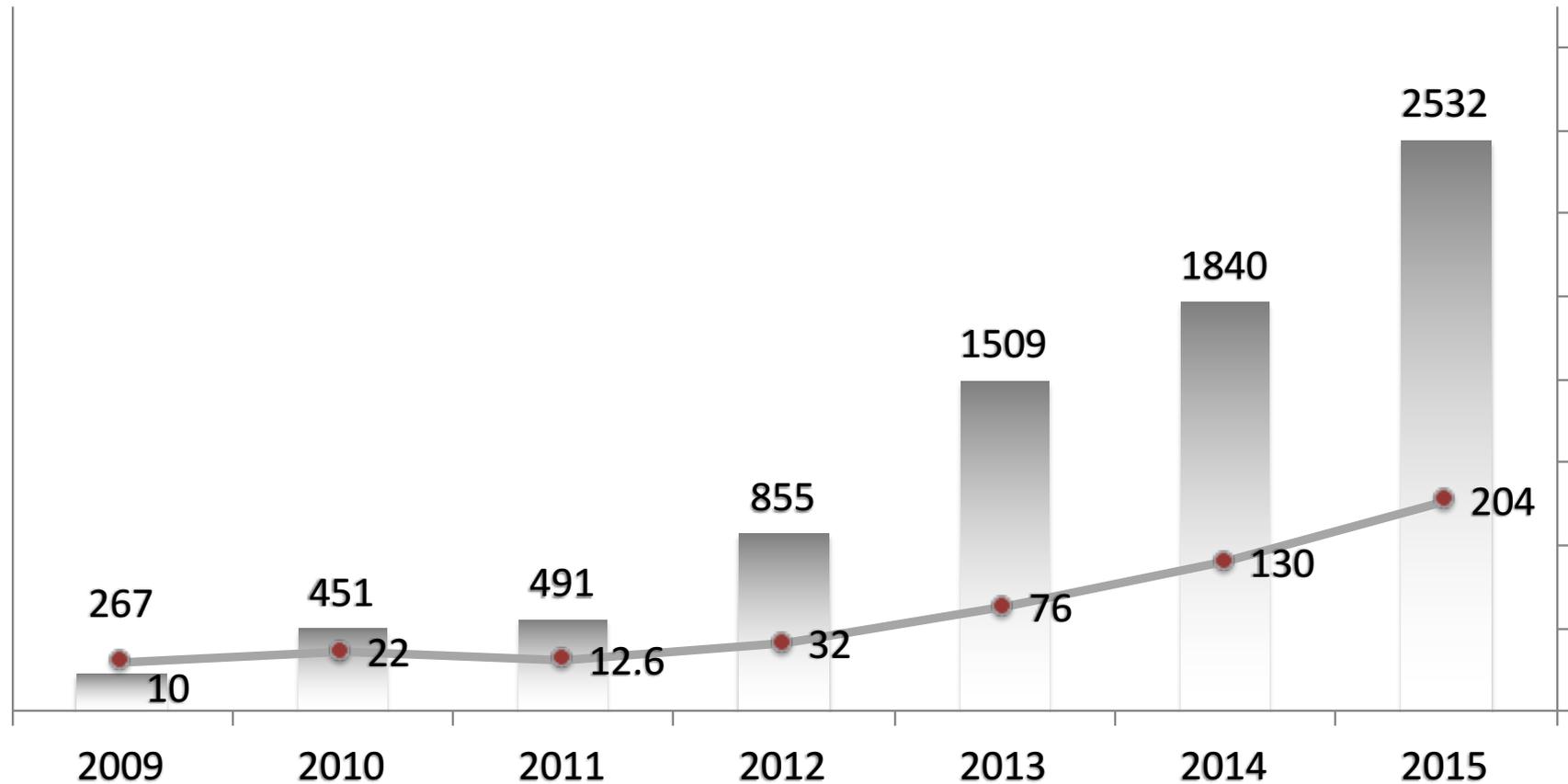
Maintenance & Support

Troubleshooting

“8x growth in 5 years”

16x EBITDA
70x Net Profit

Revenue and EBITDA evolution, EUR ,thou



Business Development Plan @ Listing

 **Strengthening position of IT Training market leader**

 **Capitalizing on the wide industry trends, including**

 *BYOD (Bring Your Own Device)*

 *Cloud Services*

 *IT security*

 *Nearshoring to Romania*

 **Continuous development and creation of strategic partnerships**

Business Development Plan @ Listing



Continuous development and creation of strategic partnerships



Broadened the portfolio – added new vendors (Citrix, Veeam)



Expanded team and competences :

- Cisco Certified Gold Partner
- Citrix Authorized Learning Partner
- Accredited ITIL Training Organization
- Dell SonicWall Authorized Training Partner
- Bitdefender Gold Partner



Expanded geographical reach – 1 new AM dedicated to Western market

Business Development Plan @ Listing



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



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*
- 🧩 *Mobility revenues* up **104%** vs 2014

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*



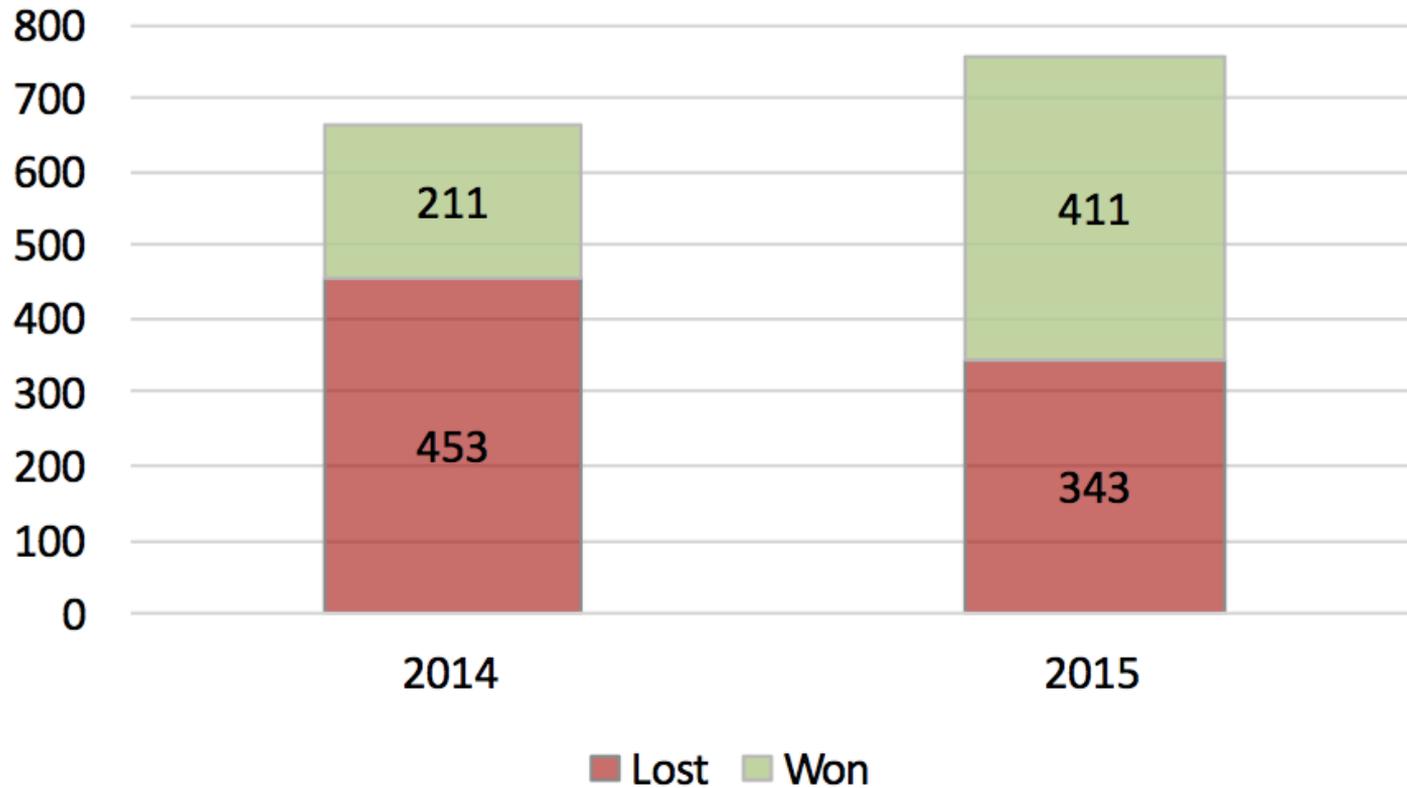
New sales bonus formula – better alignment of interests



Sales support functions : 4 sales support positions

Sales Performance

Sales Opportunities Opened in 2015 vs 2014



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

Marketing Team



5th Edition of ITTF in Bucharest

- *160 participants, 3 days, 6 partners: Citrix, Oracle, Dell, Veeam, Colors in Projects*



June 2015: Cluj ITTF

- *6 workshops on Citrix, Cisco, Oracle and AWS*



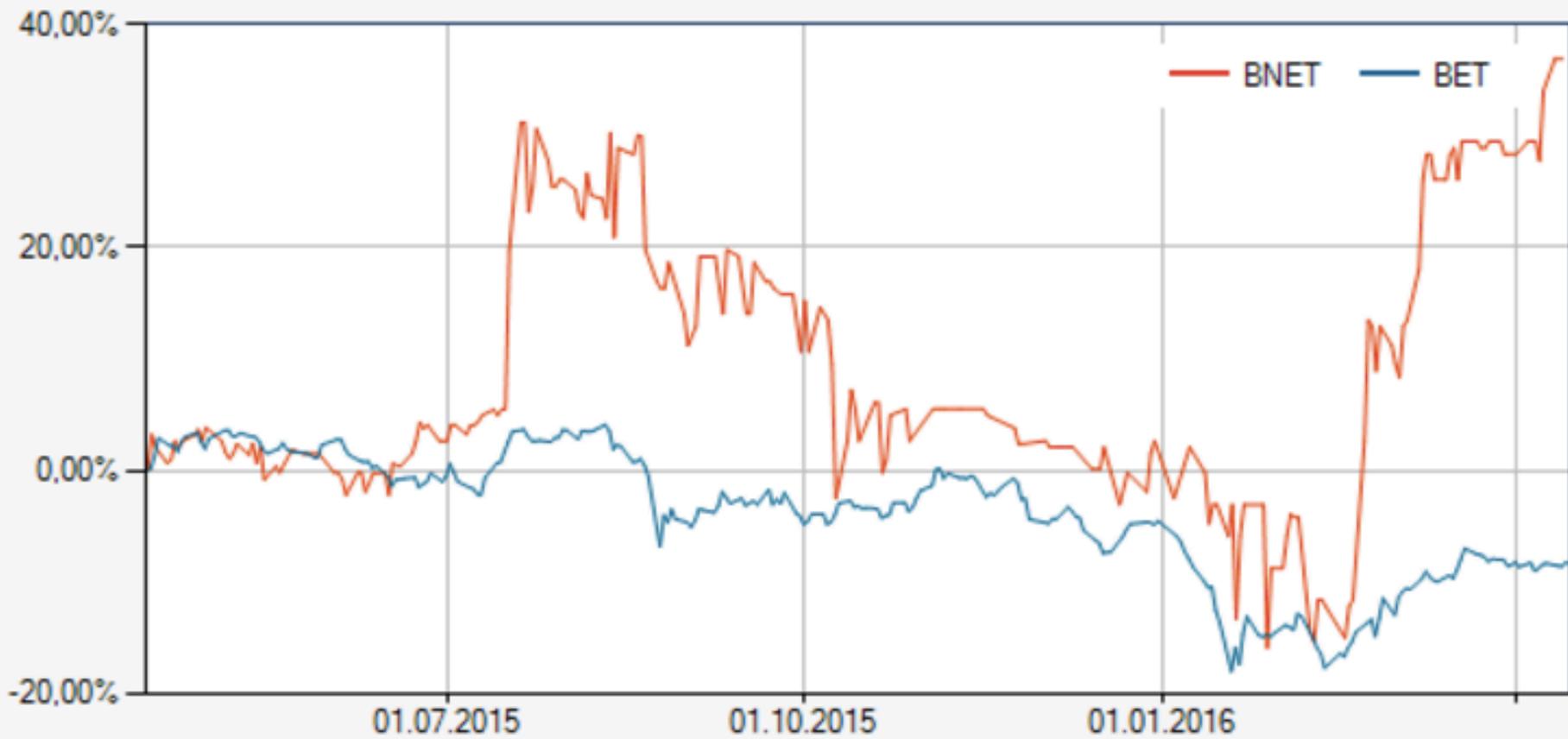
Organized 2 AWSome days events

- *Bucharest and Cluj, 480 participants*

Financial Highlights

	2014	2015	YoY evolution
Total Revenues	8,374	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	0.2287	+221%
PER	37.2 (at listing)	10.4 (today)	

Stock Performance



Top 5 number of transactions

Optiuni Top 25:

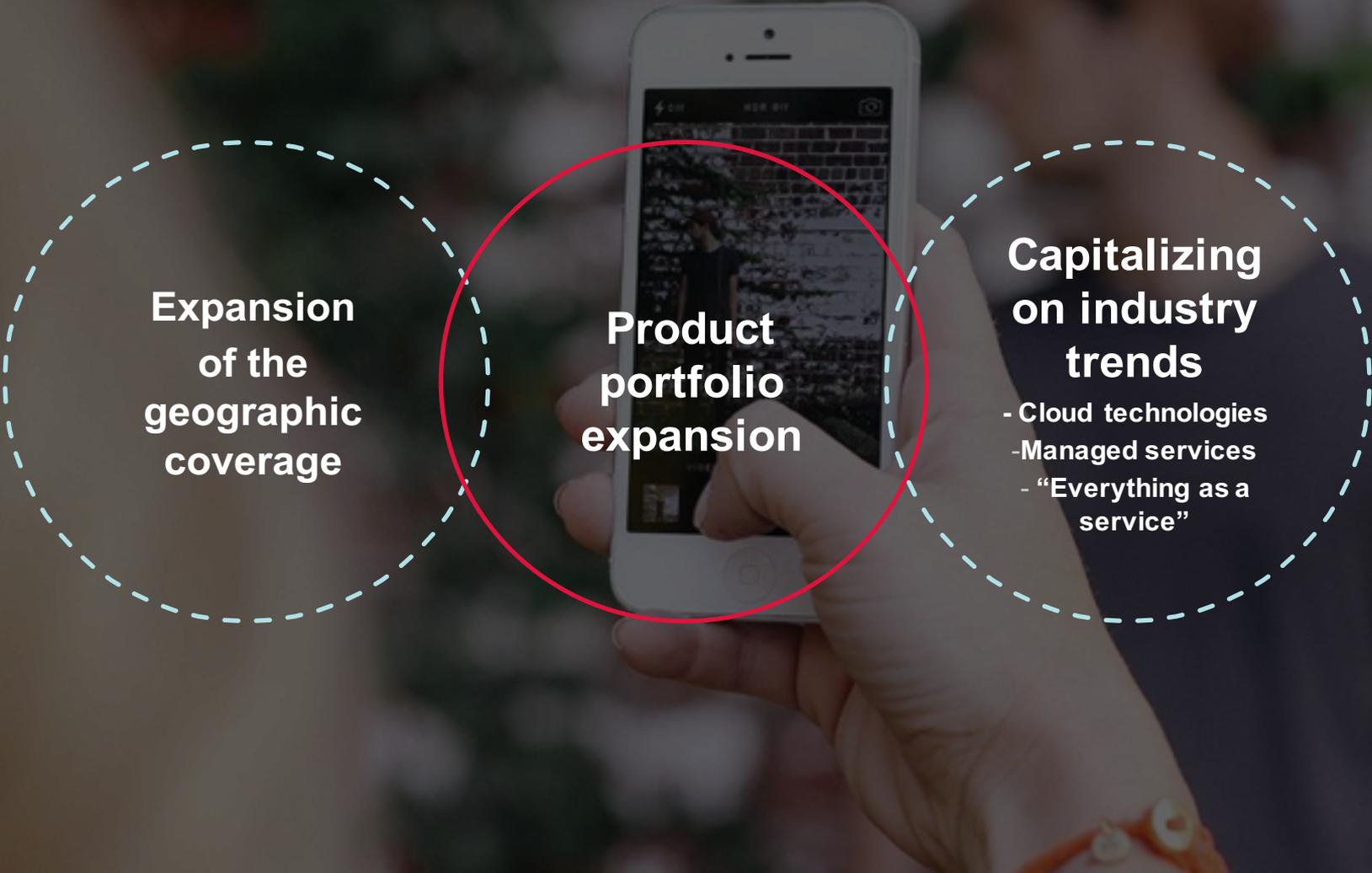
Perioada: [ultima saptamana](#) | [ultima luna](#) | **[ultimul an](#)**

Top 25 ultimul an

Simbol	Nume	Variatie Pret	Valoare Tranzactii	Numar Tranzactii
DBK	DEUTSCHE BANK AG	-53,42%	12.123.397,05	6.079
PRSN	PROSPECTIUNI SA BUCURESTI	-65,00%	1.473.150,46	5.414
MCAB	ROMCAB SA TG. MURES	8,02%	4.004.951,96	2.138
ARCV	IMOTRUST SA ARAD	-5,64%	1.635.820,43	2.020
BUCU	BUCUR OBOR SA BUCURESTI	11,67%	3.875.109,70	2.011
EOAN	E.ON AG.	-40,65%	2.251.519,63	1.989
BMW	BAYERISCHE MOTOREN WERKE A...	-32,47%	6.278.889,95	1.758
BNET	BITTNET SYSTEMS SA BUCURES...	36,91%	687.142,85	1.587
CBKN	COMMERZBANK AG	-35,96%	1.601.217,13	1.552
COSC	COMNORD SA BUCURESTI	38,89%	665.829,54	1.319

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:

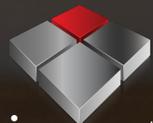
- *ensure strong financial base for continuing aggressive growth*

Proposals:

- ☺ Full incorporation of profits
(2011-2015): 2 free shares , 1/4.5 shares new capital
- ☺ Issue of 3-5 year corporate bonds
- ☺ Issue of preferential shares

Q & A

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