

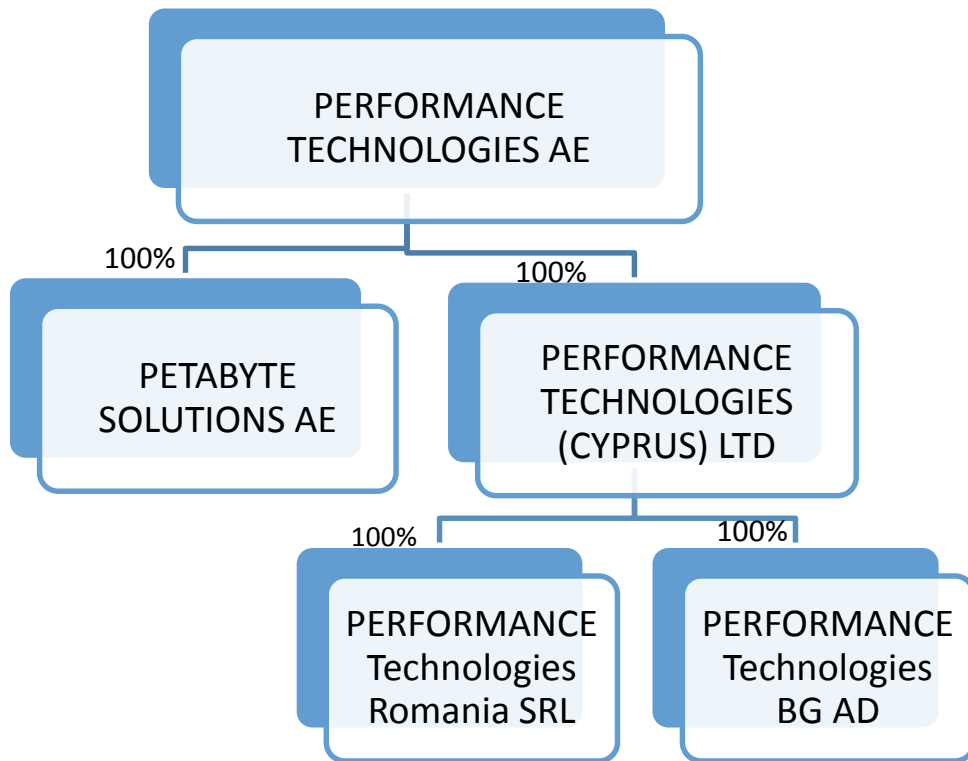


PERFORMANCE Technologies A.E.
June 2015

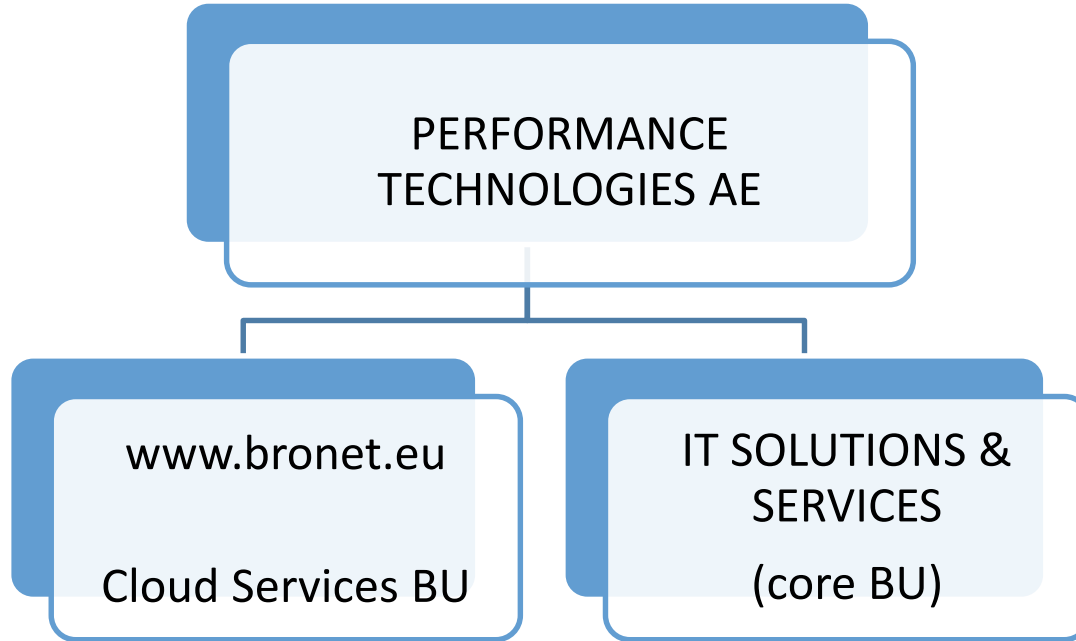
The Company

- PERFORMANCE TECHNOLOGIES S.A. is a specialist IT company with leadership position in highly prospective niche markets
- Provider of IT Solutions & Services to store, retrieve, protect, share and manage information & systems; Transforms IT, leveraging state-of-the art technology solutions to reduce CapEx and OpEx.
- Customers include major companies in Telco, Banking, Services and Industrial Sectors.
- 20 years of continuous profitable growth
- Privately held; 80% shareholders are founders & key managers of the company
- 63 persons total staff o/w 40 in Delivery Services (Technical / Consulting)
- Attracted VC funding (AVC/Zaitech) for a ~10% stake in Oct 2005.
- Listed its shares in ASE/EN.A. market in Sept 2008

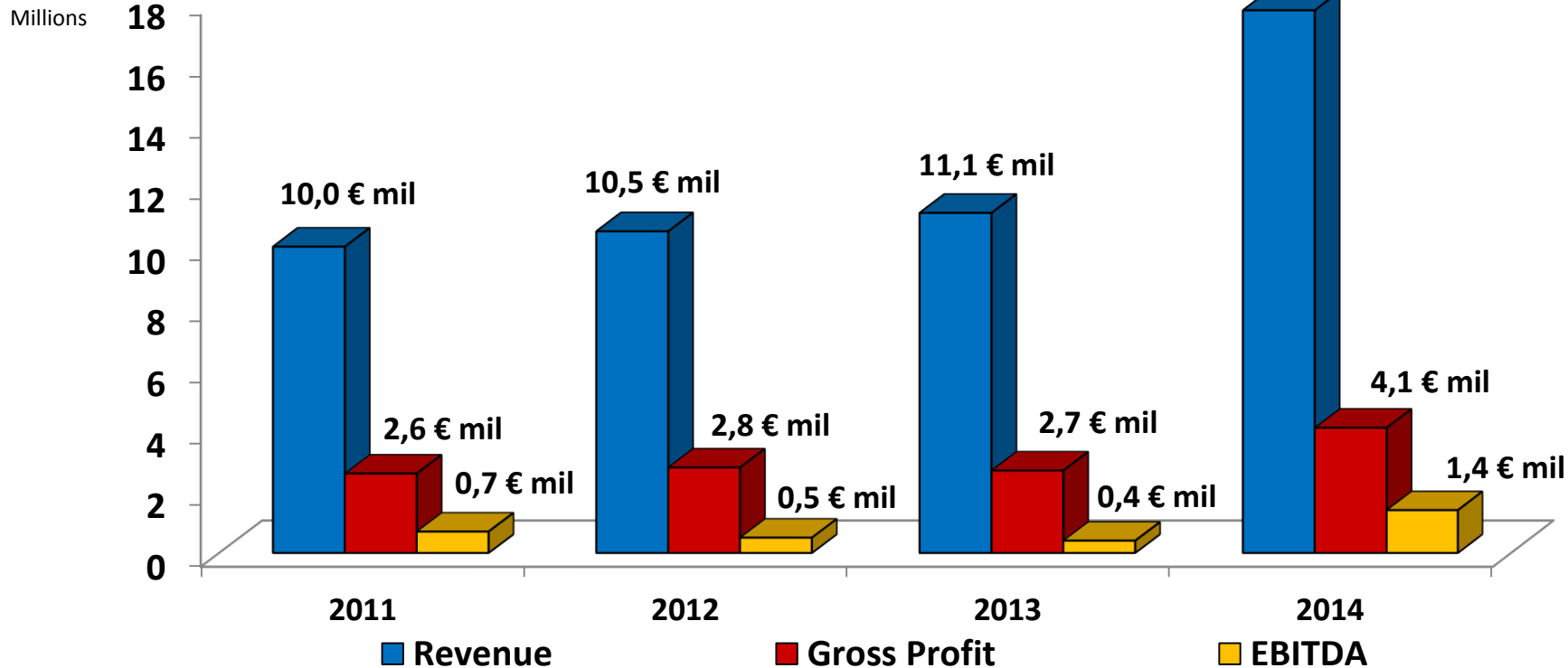
Performance Group of Companies



Business Units

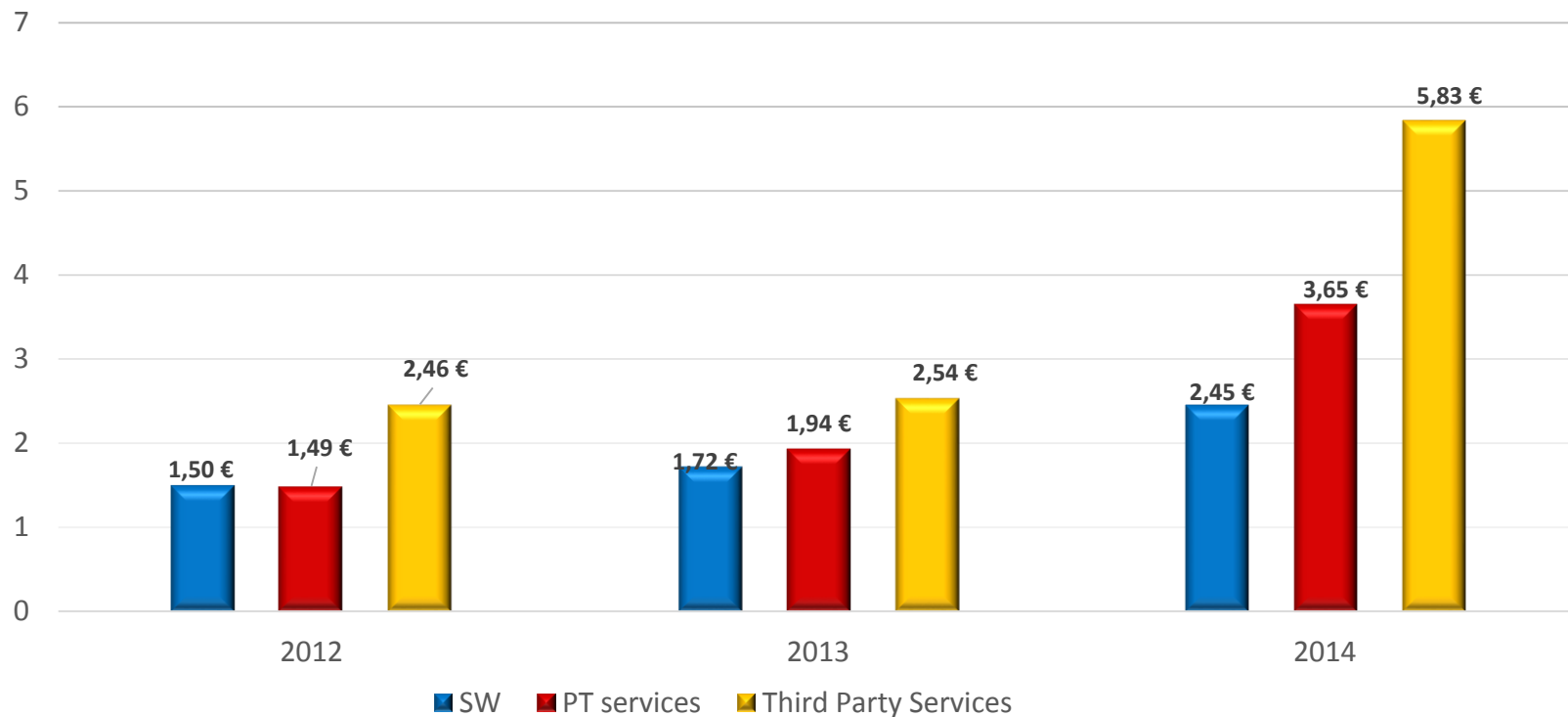


Financial Data

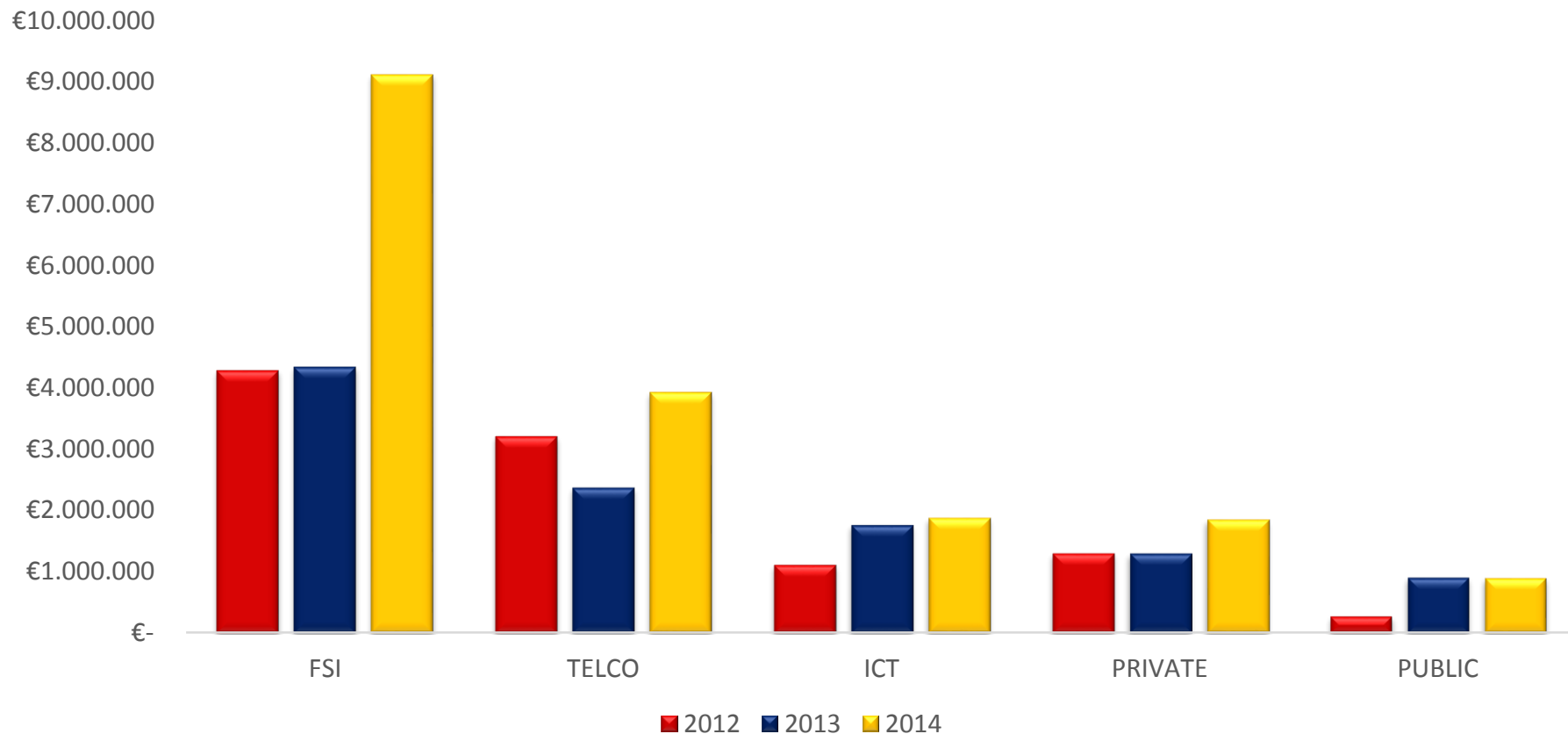


In FY2014, the company returned to net profitability of ~600K€

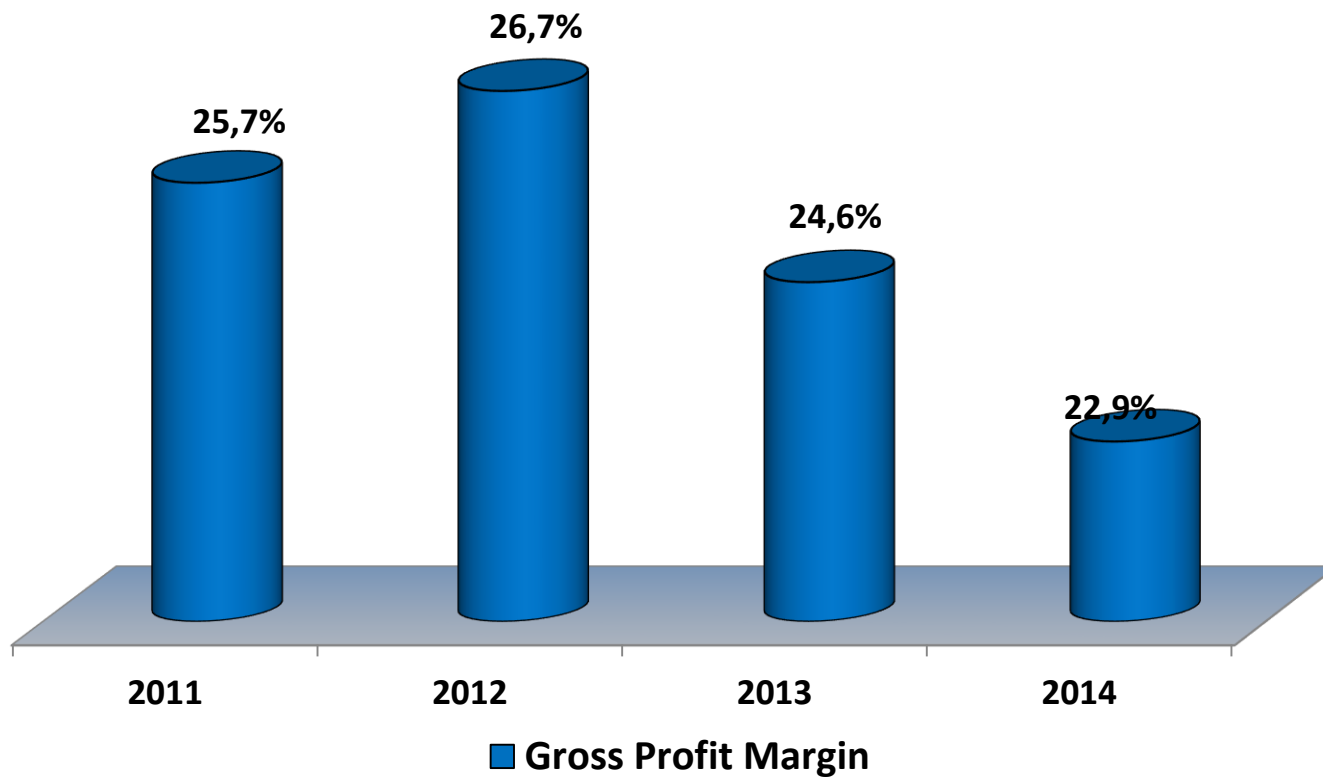
Software, own services & third party services in 2012-14 (M€)



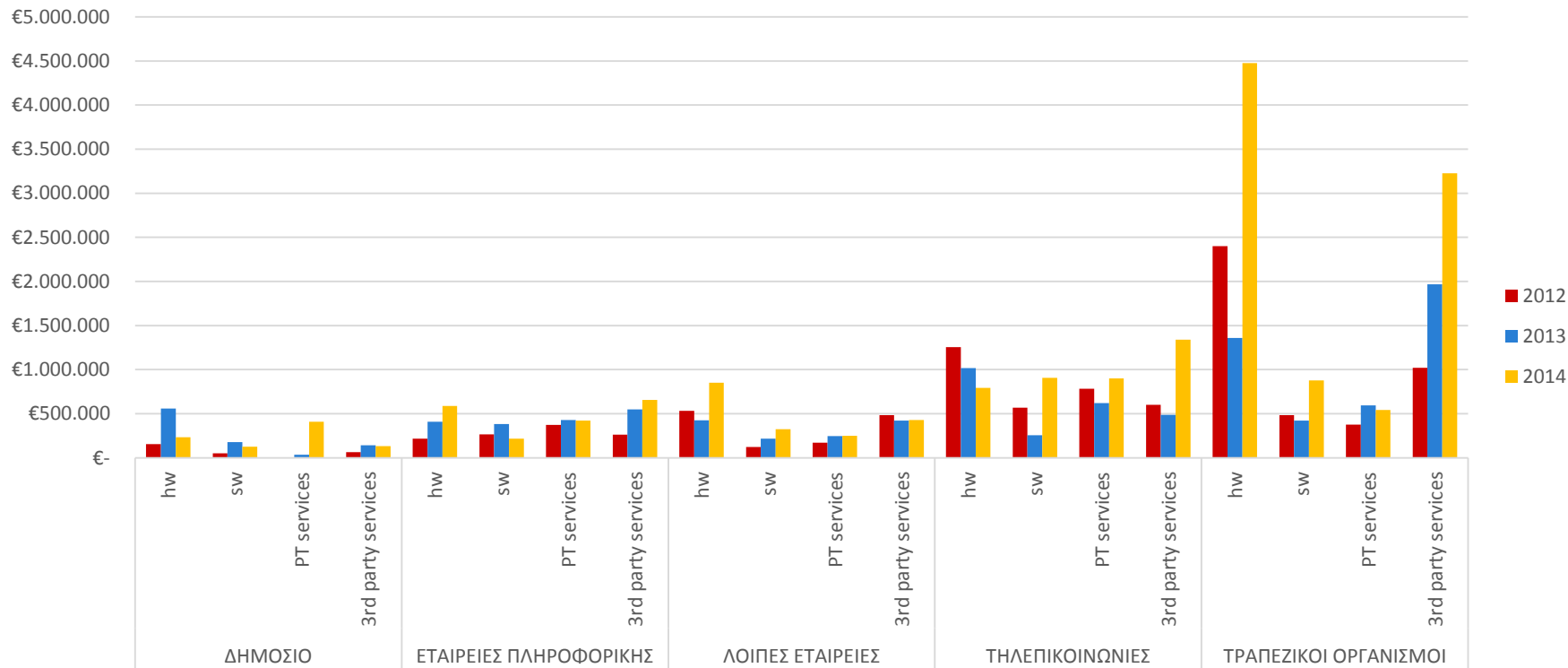
Revenue per sector 2012-14 (Euro)



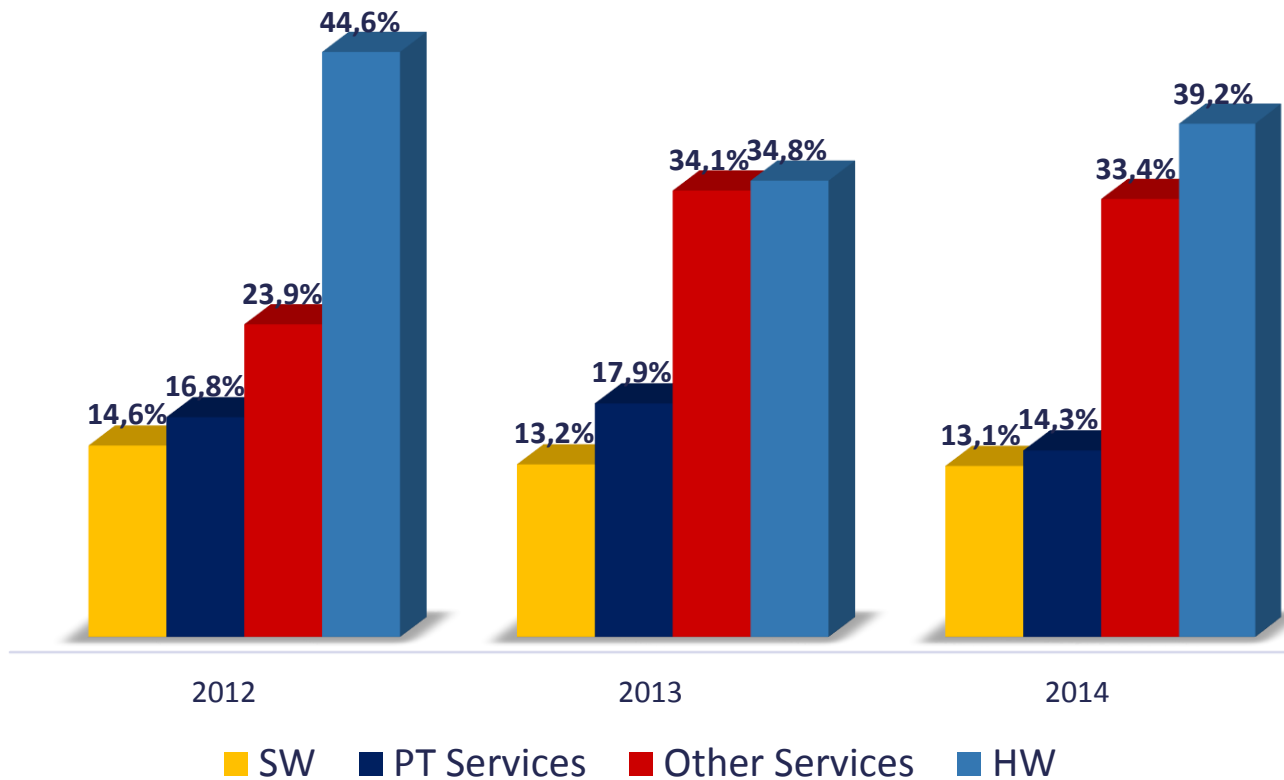
Gross Profit Margin



Revenue per sector & offering category (2012-2014)

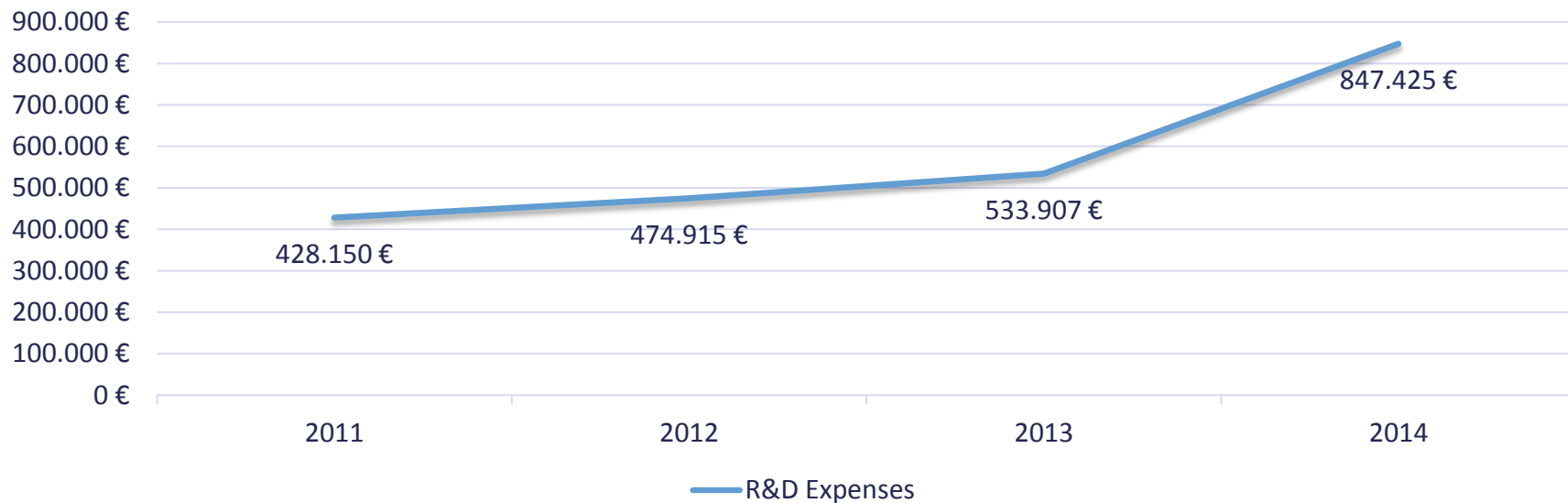


Revenue per offering



R&D Investments 2011-14

R&D Investments



Vision

Be a prominent provider of solutions for effective management of IT resources enabling customers to run their “*Business As Usual*” despite malfunctions or disasters.

Mission

Maintain and expand leading independent player position in Greece, achieving fuller penetration of key segments; establish a leading presence in selected SEE countries.

Our values and strategy

Results have been achieved by consistent execution of adopted strategies:

#1 world-class competences in key solution areas:

- virtualization & data center computing
- IT resilience: backup/restore, DR & BC
- ITSM processes and IT automation
- Cloud Services building and provision

#2 business partnerships, alliances and direct cooperation with top IT vendors, at the highest possible level.

Partners include (alphabetically):

Cisco, Dell, EMC, HP, IBM

Citrix, Microsoft, Red Hat, Symantec, VMware

#3 ability to engage and execute well on complex, demanding projects, delivering business value, fast.

#4 long lasting customer relationships, based on trust and mutual respect.

Partnerships & Alliances

Unique qualifications and competencies:

- **VMware** Premier Partner
- **HP** Platinum & Service One Partner
- **IBM** Premier Business Partner
- **Red Hat** Advanced Business Partner & Training Delivery Partner
- **EMC** Silver Partner
- **Automic** Business Partner
- **Microsoft** Gold Partner in Data Center
- **Veeam** Silver Partner;
- **SimpliVity** Business Partner
- **Symantec** / **Veritas** Platinum Partner - Master Specialist

Our strengths

- Excellence in execution
 - Certifications, qualifications, delivery ability
- Compliance & quality
 - ISO 9000, ISO 27001
- Innovation & agility
 - RnD / introduce novel solutions, incorporating latest technologies
 - Strategically expand and shift focus to new business areas

Focus Areas

- **Existing Areas:** Specialized System Integrator - Datacenter infrastructure
 - virtualization, cloud computing, data center computing & storage, data availability, disaster recovery & business continuity, information security
 - End to end Deployment
 - Managed/Outsourcing Services
 - Mutli-vendor Support Services
- Expanding focus: Consulting and Professional Services
 - Business Service Management
 - IT Service Management
 - Operations Management
 - IT Asset Management
 - Job Scheduling / IT Automation
 - Automated Release Management
 - Mobile Device Management

Competitive Advantages

- Ability to tailor solutions to customer needs versus multinational competitors whose options are constrained by their own hw and sw portfolio
- Technical expertise, local implementation and support capability in Greece and abroad
- Competitive cost base compared to major multinationals
- Ability to implement solutions for customers anywhere in the region
- Solutions offered are based on proven technologies with a long expected lifecycle
- Highly satisfied customers are acting as promoters of the company and bring repeat business
- Our reputation for quality of work delivered
- Direct Partnerships with world class IT Companies (HP, IBM, Dell, Symantec, VMware etc.)

Our Partners

- Business partnerships are a fundamental part of the Company's strategy
- PT as a Services Partner provides services to Partner's Customers (HP, IBM, DELL, EMC, SYMANTEC)
- Partnerships established at an early stage of the Company's development and have been successfully **maintained, enhanced** and **upgraded** over the years.

Key Partnerships



Complementary Partnerships



Our customers include:



PERFORMANCE Technologies Business Transformation

- How will we be relevant to our clients in the future?
 - Do we understand our clients expectations in this shifting market?
 - How do we best leverage our current business model?

Our journey to business transformation / existing areas

- For more than 18 years, we architect, implement and deliver state of the art IT solutions and services.
- **Existing Areas** | Improvement of the current business model: System Integrator on Datacenter infrastructure
 - Virtualization, Cloud Computing, Data Center Computing & Storage, Data Availability, Disaster Recovery & Business Continuity, Information Security
 - End to end Deployment
 - Managed/Outsourcing Services
 - Multivendor Support Services

Our journey to business transformation / focus for the future

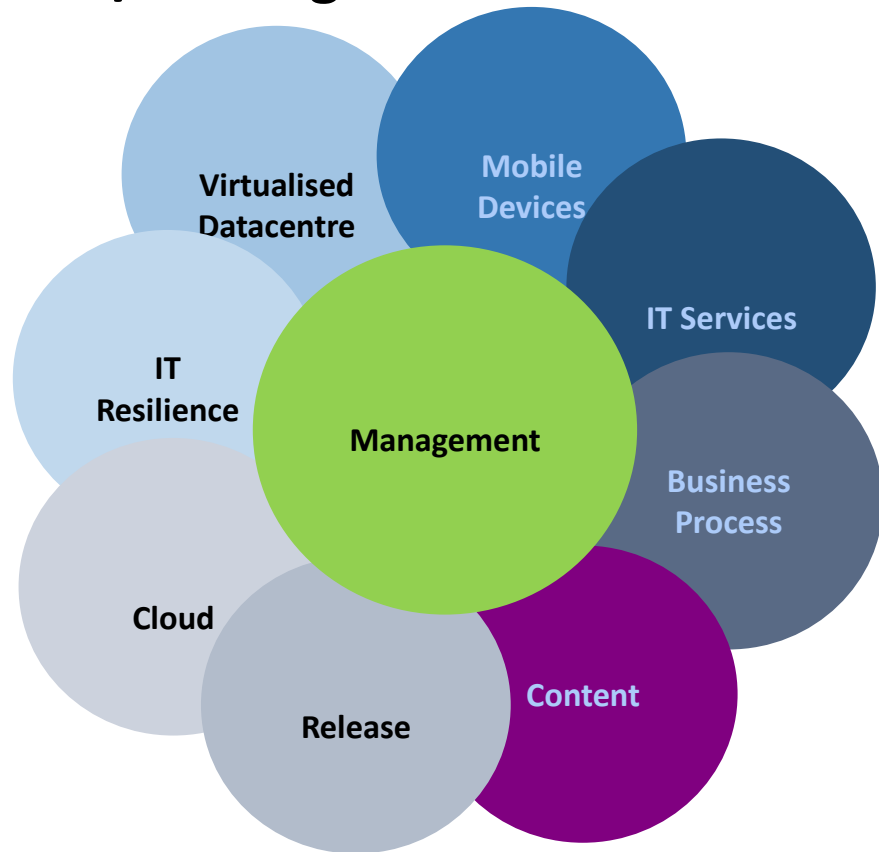
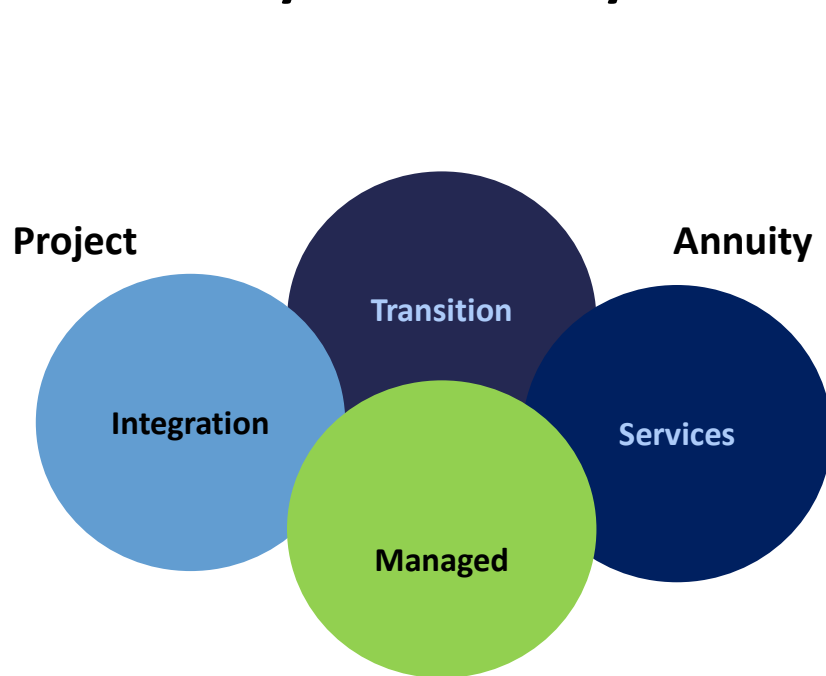
- **Existing Consulting and Professional Services**
 - Business Service Management
 - IT Service Management
 - Operations Management
 - IT Asset Management
 - Job Scheduling / Job Automation
 - Automated Release Management
 - Mobile Device Management

Our journey to business transformation / focus for the future

- **(New) Consulting and Professional Services**
 - Business Process Management
 - Process Optimization based on TQM and Continuous Improvement Process
 - Asset Management
 - Facility Management, Preventive & Corrective Maintenance
- **Cloud Offerings**
 - Through Bronet Business Unit
 - Through Synergies and other service providers

Our journey to business transformation

Quality & Efficiency - Management / Managed Services



2014 project highlights

Data Center infrastructure

- Large private data center project
 - The largest FLASH Enterprise Storage in Greece
- Large scale - orchestrated DR
 - VMware SRM with multiple storage vendors
- Multi vendor support
 - 24x7 time to repair based SLAs
 - Multi vendor technical services

2014 project highlights

Operations Outsourcing Services & Cloud

- IT operations outsourcing
 - Data Protection & Recovery outsourcing
 - Includes CAPEX and continuous investments
 - Operate and Administrate
 - Provide Business SLA
- Cloud Business
 - Provision of Managed Services - transition to the cloud
 - Continued R&D investments to design, implement and provide new cloud services

2014 project highlights

Virtualization consolidation

- X86 virtualization
 - Consolidate multiple Oracle instances
 - Utilize VMware technologies & SRM
 - Utilize Red Hat OS & Clustering
- IBM z-Linux Virtualization
 - Consolidate multiple Oracle Instances
 - Extend IBM Mainframe power & stability to open systems
 - Red Hat on z-Linux

2014 project highlights

Virtualization and beyond

- Virtual data centers with:
 - VMware vSphere
 - Hyper-V 2012
 - Red Hat Enterprise Virtualization
- Desktop Virtualization with:
 - VMware Horizon View
 - Citrix Xen Desktop
 - Red Hat VDI

2014 field experience

Public Cloud building

- Open Source IaaS
 - CentOS KVM
 - Abiquo Cloud Management Software
- Enterprise IaaS
 - HP Cloud Service Automation (CSA)
 - HP Helion (OpenStack)
 - Build complete SaaS & IaaS platforms

2014 project highlights

Automate & Orchestrate

- HP Server Automation (SA)
 - IT compliance at OS & Application layer
 - Automate IT operations and enrolments
- Job Scheduling
 - Extend 7 years of experience
 - Facilitate IT operations migration to Greece
- IT Release management
 - Automate application releases

2014 project highlights

IT Service Management

- IT Operations Service Monitoring
 - End to End infrastructure and application monitoring
 - Service Level monitoring & SLA Reporting
 - Root Cause analysis and Performance Management
- IT Service Management
 - ITIL process management
 - IT Asset Management
 - IT Request / incident Management
 - On premises & Cloud based



Thank you!