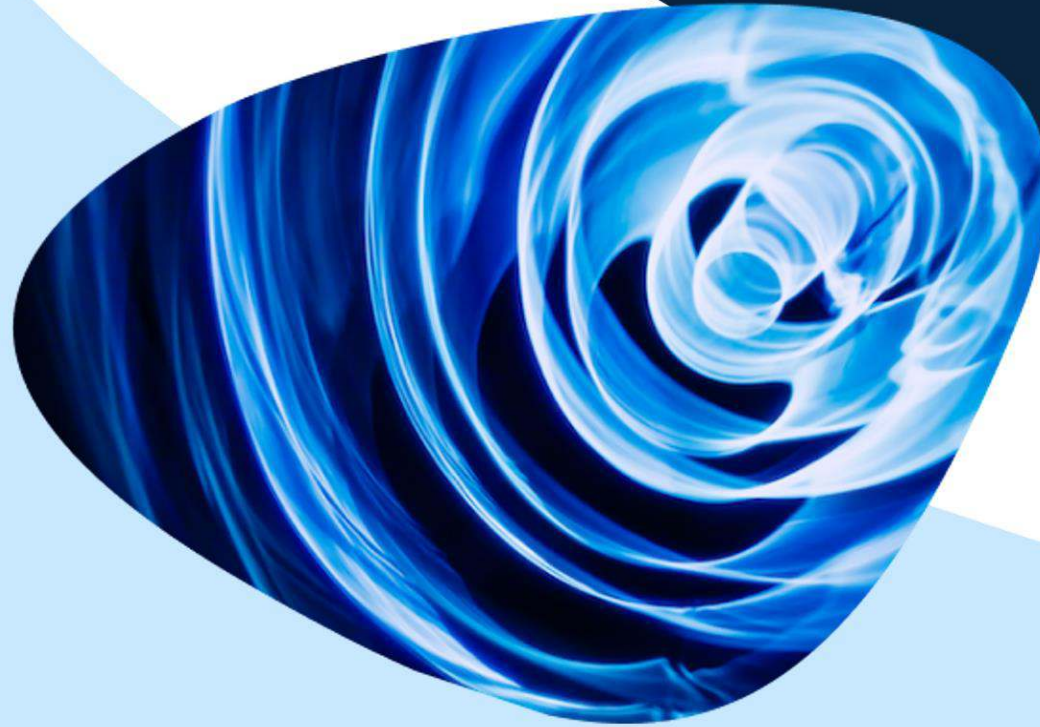


Think Ahead.



Performance Technologies

Company Presentation



Business definition

A leading, forward looking, information technology provider.

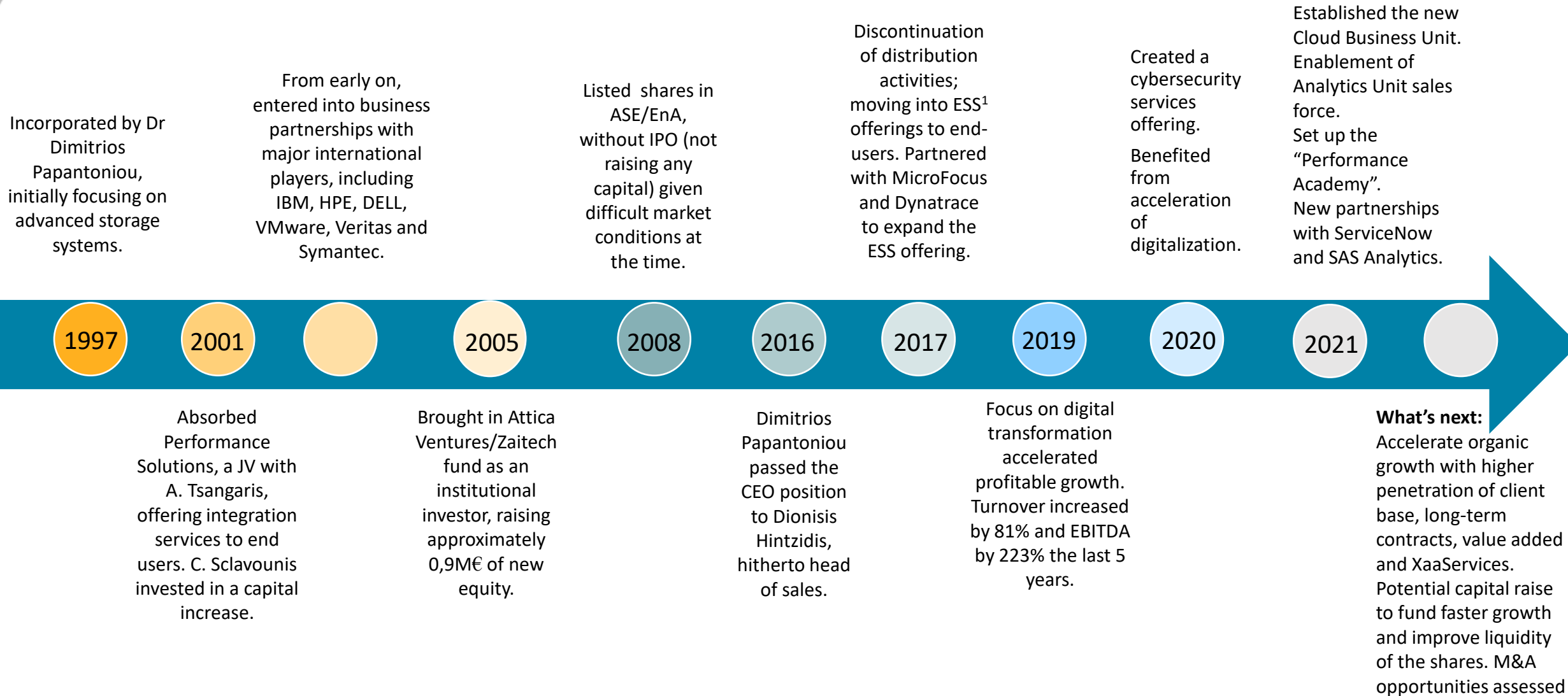
Performance is a leading Greek IT provider with a cutting edge offering of products, solutions and services that transform traditional businesses into digital leaders.

We help customers achieve the most effective and efficient business outcomes by delivering world-class information technology solutions, enabling businesses to free up resources for growth.

With more than 20 years of experience and know-how in the IT sector, we offer a high quality portfolio of products, solutions and services that include consulting, implementation, support in the hybrid IT area, education, managed and cloud services.

Key moments in Performance Technologies history

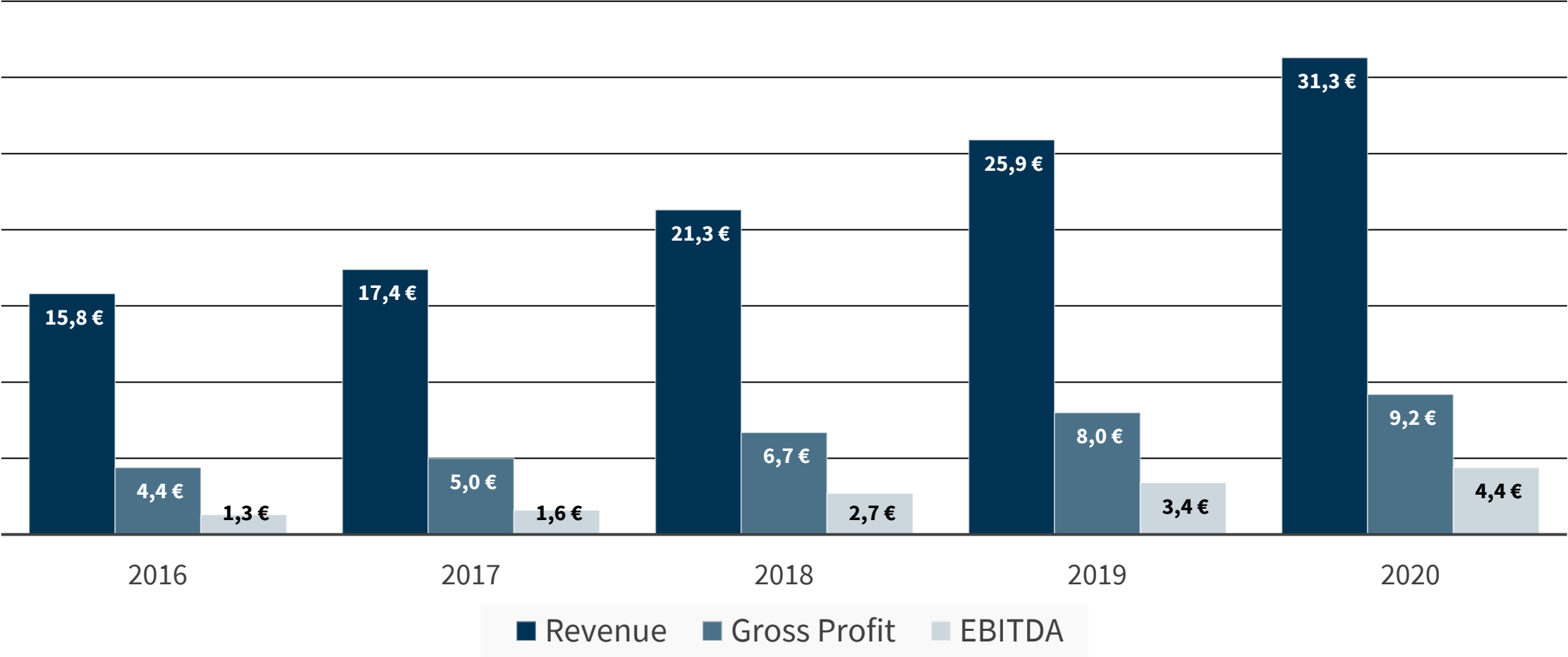
A record of adaptability to stay current and offer value to our customers.





EVOLUTION OF FINANCIAL FIGURES

IN MILLIONS



Key segments of expertise and client offerings

Evolving, prospective and cutting edge offerings, expected to generate significant growth.

Hybrid IT and Cloud Transformation:

- Enabling clients transition to the cloud era. Organizations deploy applications, software, storage, computing networking elements without the burden of maintaining and upgrading internal IT infrastructures

Big Data & Business Analytics:

- Data collection and analysis, intelligent extraction, and effective business decisions, enabling: Data Driven Operations, User Experience, Monitoring and Business Intelligence

Business Workflows:

- Building digital processes for monitoring and control of IT infrastructures, key business applications, and various types of business workflows

Cybersecurity:

- Provision of effective data security services, remotely, via our Security Operation Center, addressing needs of mid-market companies as well as larger enterprise clients

How we approach the market place

Relationships with clients shifting to longer term contracts, allowing them to replace one-off big CAPEX investments with OPEX.

Project type sales

- Delivery of IT products, solutions and associated services in the context of a distinct project
- One-off IT services for design and implementation and for digital transformation
- IT Consulting services

Recurring multi-year contracts (based on frame agreements)

- Managed services
- Cloud XaaSServices
- Recurring support services
- Productized vertical solutions

PT currently achieves circa 20% of its revenue and 40% of its Gross Margin from this type of client engagement

PARTNERSHIPS & ALLIANCES



Principal Partner, Professional Services Partner, Authorized Training Center (VATC)



Hewlett Packard
Enterprise

HPE Platinum & Service One Partner



IBM Platinum Business Partner



Dell Technologies Platinum Partner



Red Hat

Premier Business Partner & Training Delivery Partner, CCSP



Micro Focus Platinum Partner



Microsoft

Microsoft Gold Partner



Veritas Platinum Partner, Training Partner



CommVault Authorized Partner



Dynatrace Master Partner



Fortinet Business Partner



Veeam Gold Partner



Business Partner



THE
POWER
TO KNOW.

Business Partner

+MAJOR CLOUD PLATFORMS



Our customers

We have multi-year engagements with key customers, of increasing scope and value as their needs evolve. Our client base consists of major Greek enterprises in all sectors of the economy.



Financial services industry

BANK OF GREECE
ALPHA BANK
NATIONAL BANK OF GREECE
EUROBANK
PIRAEUS BANK
PANCRETA BANK
NEW SIA (ex. FIRSTDATA)
ATHEX
HELLENIC INSURANCE
GROUPAMA
AXA INSURANCE



Telecommunications

O.T.E.
VODAFONE
COSMOTE
WIND HELLAS
FORTHNET



Energy & Industry

PUBLIC POWER CORPORATION
MYTILINEOS
HERON
HELLENIC PETROLEUM
MOTOROIL
VIOHALCO
TITAN



Transport

HELLENIC RAILWAYS ORGANISATION
Road concessions (e.g. EGNATIA,
ATTIKES DIADROMES)
AEGEAN AIRLINES
SEAJET
ATHENS INTERNATIONAL AIRPORT

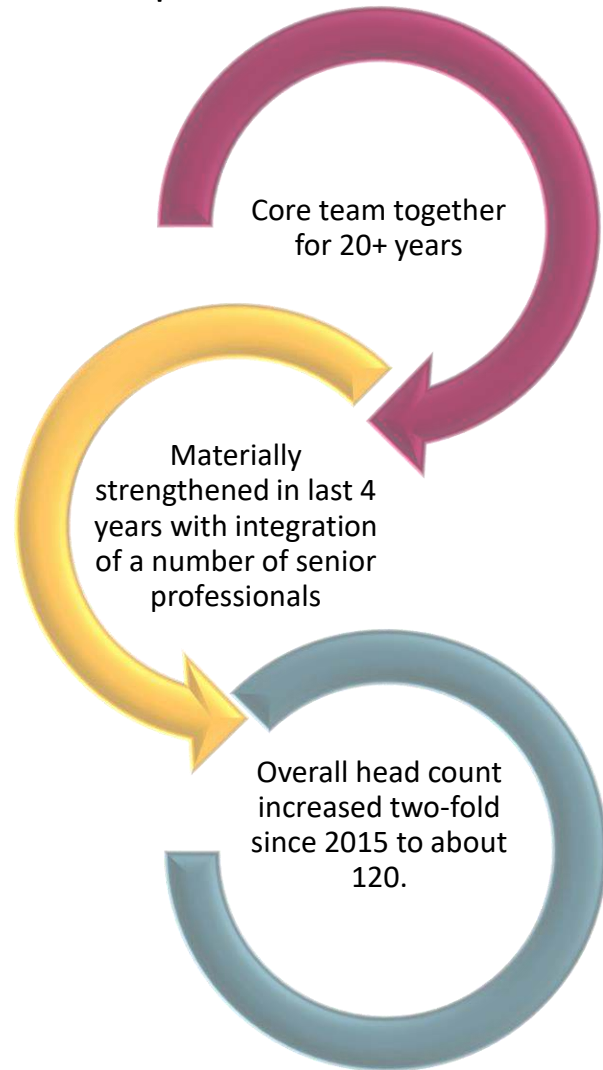


Other

OPAP
INTRALOT
LAMDA HELLIX
PUBLIC/ MEDIA MARKT
THE MART

Organizational structure

Have been building up our capabilities by attracting young talent and seasoned, credible professionals.

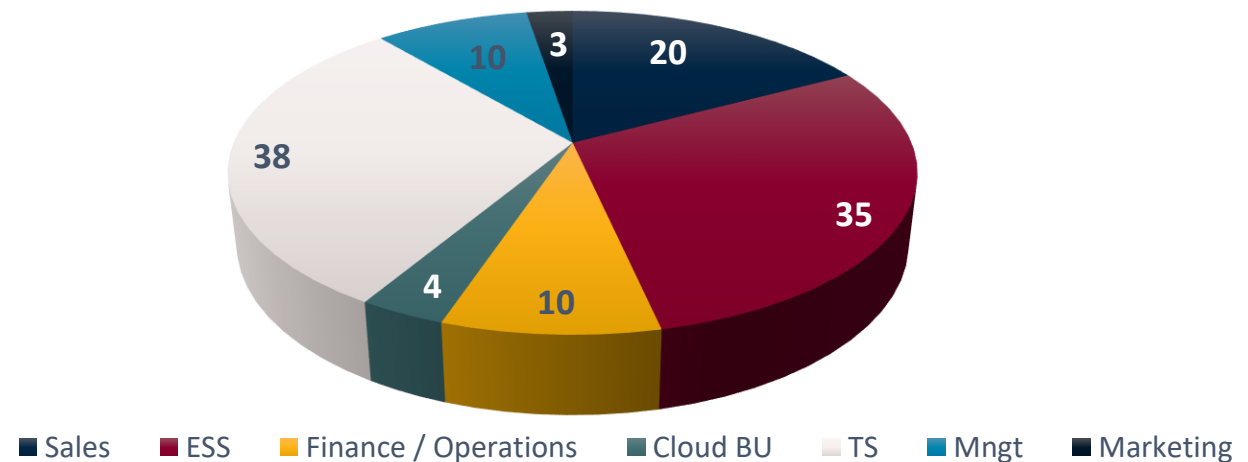


Our culture and reputation help attract talent.

Loyalty evidenced by very low employee turnover.


Share option scheme under implementation.

per department



Our journey

Business acceleration only at its beginning.



We are extremely well positioned to maintain a course of attractive, profitable growth, due to the explosion of data and the rapid adoption of digital transformation.

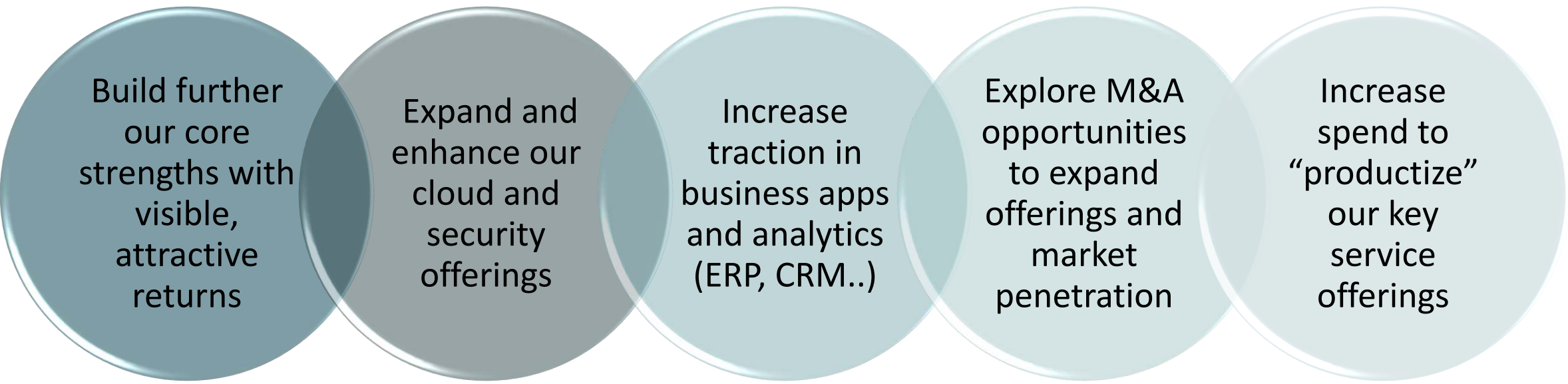
We have the reputation, client base and trusted business partnerships; we have built up our team to address this growing opportunity, which is just at its beginning.

Witnessing higher client penetration in our key segments; our offerings are becoming relevant to all levels of decision makers: top management, digital transformation officer, CIO, and IT managers.

Think Ahead.

Future prospects

Key pillars of our growth strategy and investment priorities:



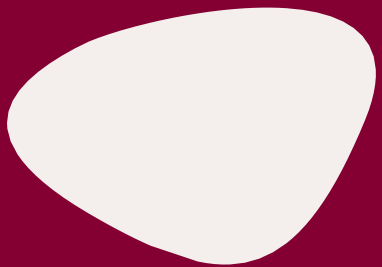
Build further
our core
strengths with
visible,
attractive
returns

Expand and
enhance our
cloud and
security
offerings

Increase
traction in
business apps
and analytics
(ERP, CRM..)

Explore M&A
opportunities
to expand
offerings and
market
penetration

Increase
spend to
“productize”
our key
service
offerings




In conclusion

Think Ahead.

Key Success Factors and Strengths

Maintaining our culture, and the prudent and integrational character of our company are key factors to fuel further profitable growth. Our cohesive and highly collaborative team is characterized by professionalism, accuracy and efficiency.

We are agile, innovative and flexible in a rapidly changing technological environment; we keep abreast to ensure that our clients always achieve effective and efficient business outcomes.



Our clients are major participants in various market segments. They entrust us to deliver high quality products & services that match or exceed their expectations, enabling their organization's digital transformation in the cloud era.

Well positioned, with a positive outlook, poised for growth

Successfully navigated the change of management, whilst adding significant capabilities and building a very coherent and credible team.

Transformation underway to a cloud-era service provider, focused on enabling clients' transition to cloud and further developing our cutting-edge offerings.

Adapting business model to engage via longer term contracts and delivery of more internally developed services, further growing profitability and visibility.

Our excellent positioning with current and prospective clients bodes well with global trends: the reliance on cloud services, data and digitalization is increasing our total addressable market.

Increase of equity capital is being planned to accelerate our rate of growth, open a number of opportunities and investment avenues, improve further our profitability and business prospects.

PERFORMANCE AT A GLANCE

200+
TRANSFORMATION
WORKSHOPS **DELIVERED**

TECHNOLOGY

- WORLD-CLASS SKILLS
- KEY VENDOR ALLIANCES
- FOCUS ON EXECUTION
- CUSTOMER CENTRIC

SOLUTION AREAS

- CLOUD STRATEGY
- BUSINESS WORKFLOWS
- ANALYTICS & BIG DATA
- CYBERSECURITY & RISK

TRUSTED
BY **90%** OF
ENTERPRISES
IN GREECE

80+ CERTIFIED
PROFESSIONALS

450+ CERTIFICATIONS

AUTHORIZED AWS, AZURE &
GOOGLE CLOUD PARTNERS

We are first and foremost driven by a deep-rooted engineering ethos that drives us to deliver the best possible solutions at any given time!

Think Ahead.

THANK YOU!

