



BVB : AeRO : **BNET**

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

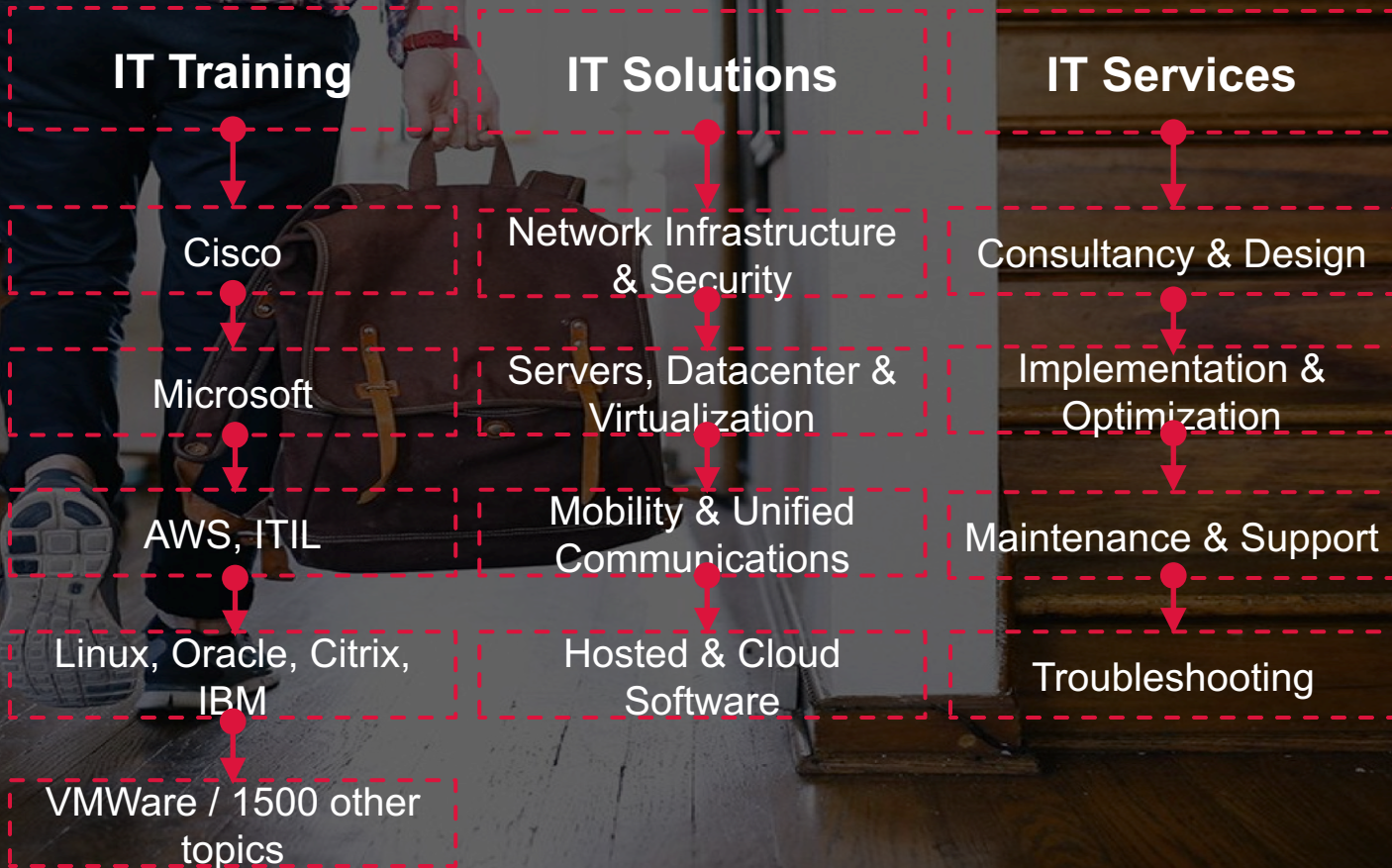


IT Solutions Integrator

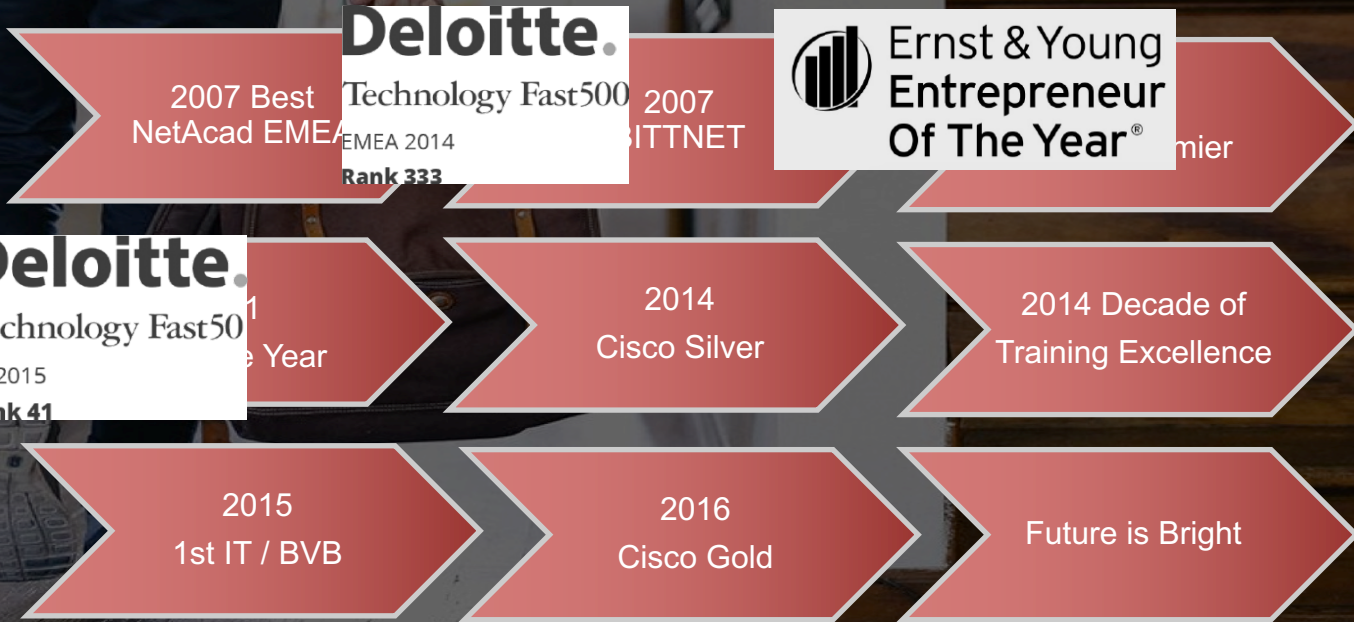
The only company that financially guarantees the success of the customer's project

Over 1000 IT Integration projects implemented in 9 years

Range of services



Historical Highlights





bitnet

Besides Cisco

amazon web services | Partner Network
AUTHORIZED TRAINING PARTNER

Microsoft Partner
Silver Learning
Silver Datacenter
Microsoft Cloud Partner

vmware[®]
PARTNER

CITRIX
PARTNER
Authorized Learning Center

CITRIX
PARTNER
Silver Solution Advisor

hp Silver Partner

ORACLE Silver Partner
ORACLE EDUCATION RESELLER

DELL PartnerDirect Preferred | **DELL** SonicWALL

VEEAM

GOOGLE APPS
AUTHORIZED RESELLER | Google

Global Knowledge | Learning Solutions Partner
Business Partner
Authorized Training Global Training Provider

QITIL[®]
TRAINING ORGANIZATION ACCREDITED BY
APMG International ON BEHALF OF AXELOS

Bitdefender[®]
GOLD PARTNER

EMC²

BD plan at listing

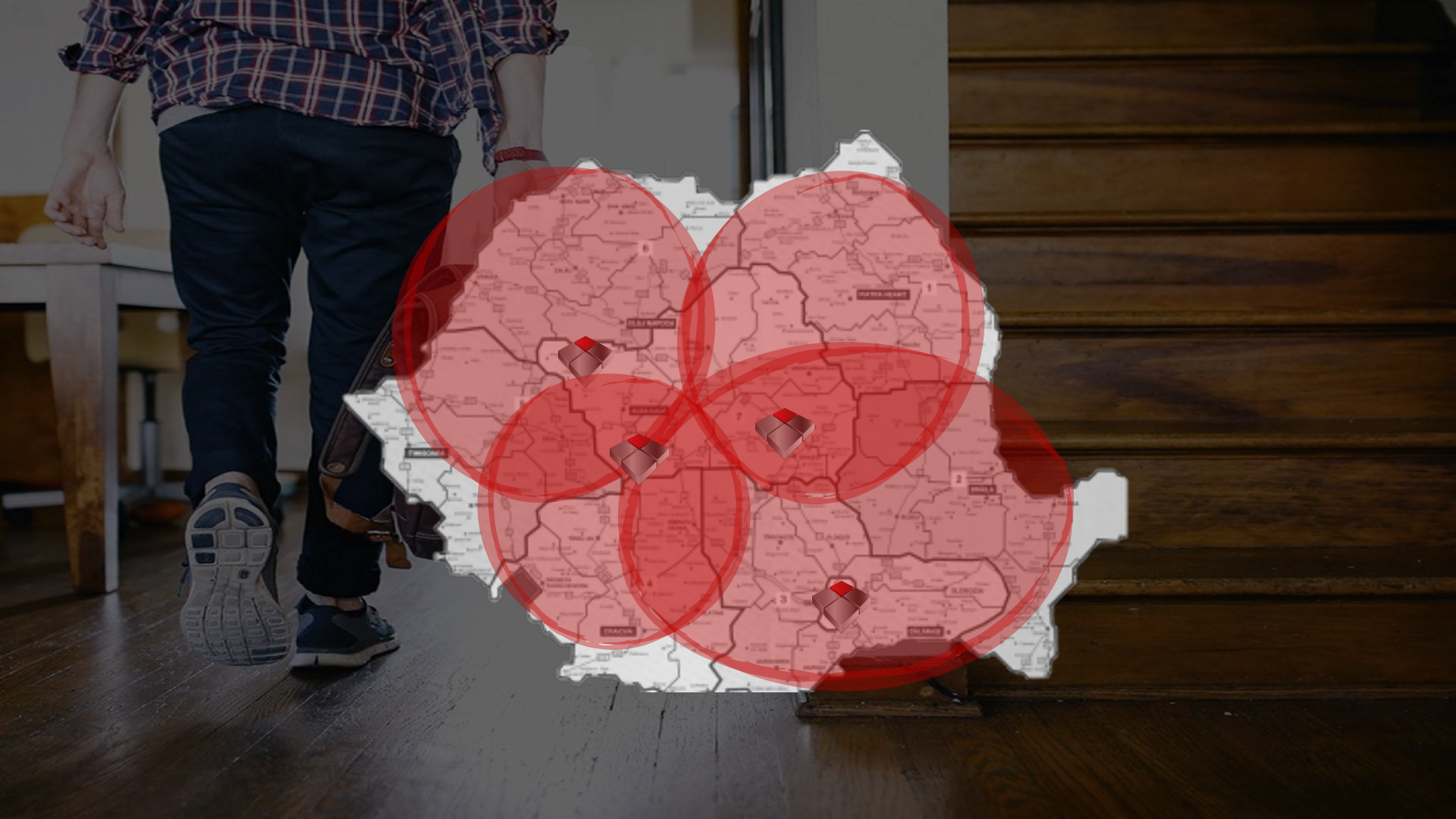
Aggressive growth strategy based on the same three pillars

**Expansion
of the
geographic
coverage**

**Product
portfolio
expansion**

**Capitalizing
on industry
trends**

- Cloud technologies
- Managed services
- “Everything as a service”



Business Development Plan @ Listing



Continuous development and creation of strategic partnerships



Broadened the portfolio – added new vendors (Citrix,



Expanded team and competences :

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

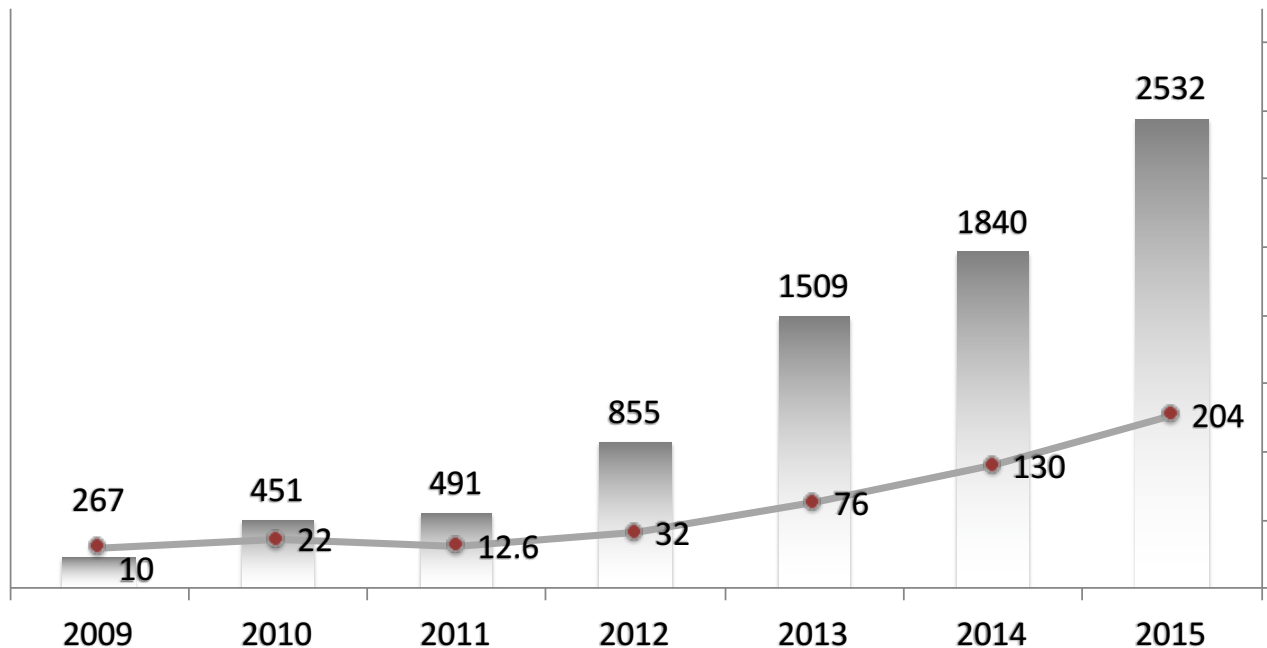


Expanded geographical reach – 1 new AM dedicated to Western market

“8x growth in 5 years”

**16x EBITDA
70x Net Profit**

Revenue and EBITDA evolution, EUR ,thou



For shareholders

Main Objective:

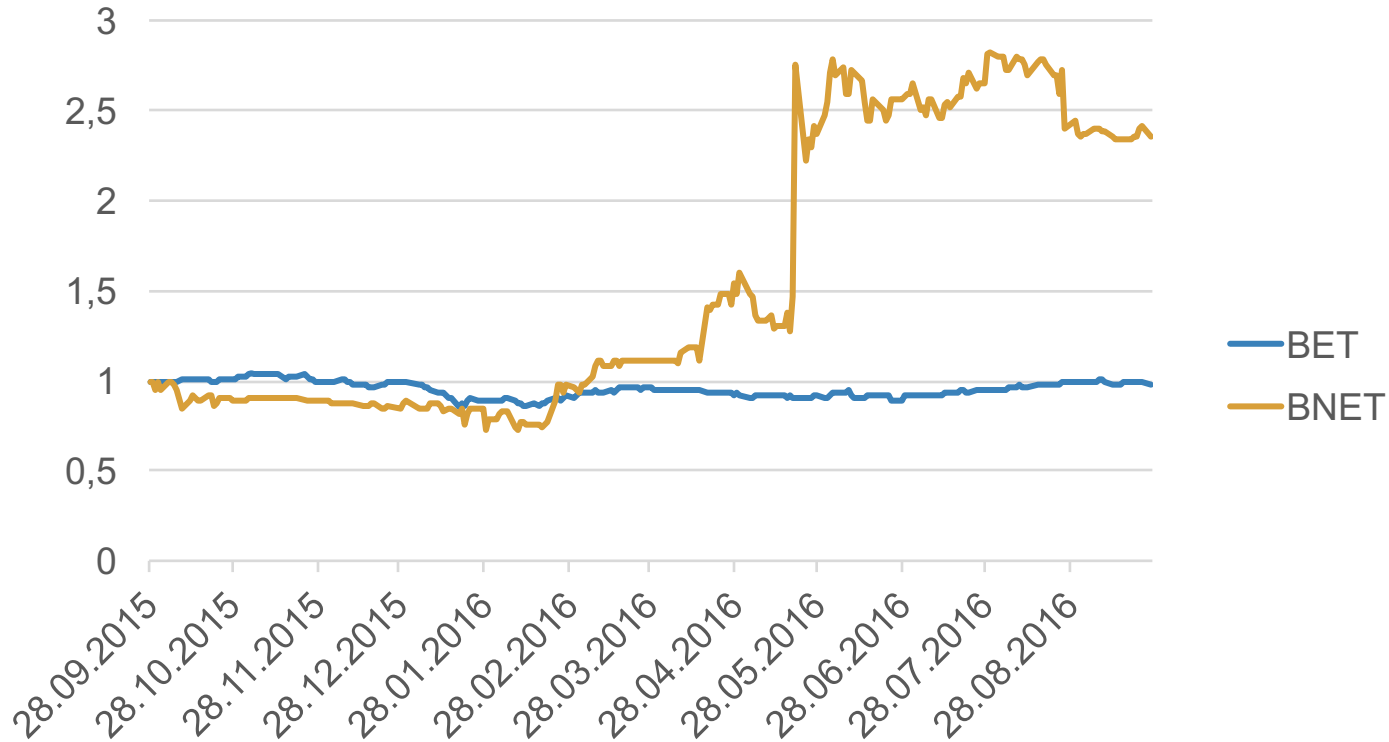
- *ensure strong financial base for continuing aggressive growth*

Activity in 2016:

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

Stock Performance

BET vs BNET, 1 year



Top 5 number of transactions

Optiuni Top 25:

Perioada: ultima saptamana | ultima luna | **ultimul an**

Top 25 ultimul an

Simbol	Nume	Variatie Pret	Valoare Tranzactiil	Numar Tranzactiil
DBK	DEUTSCHE BANK AG	-54,50%	21.973.530,40	9.283
PRSN	PROSPECTIUNI SA BUCURESTI	-57,10%	680.206,32	3.383
LIH	LIFE IS HARD S.A.	-25,81%	1.523.414,38	2.480
EOAN	E.ON AG.	-10,31%	1.996.543,70	1.946
BNET	BITTNET SYSTEMS SA BUCURES...	-21,43%	459.400,32	1.832
IPRU	I PROEB SA Bistrita	46,71%	2.842.472,40	1.707
BUCU	BUCUR OBOR SA BUCURESTI	-15,17%	5.808.714,46	1.538
ARCV	IMOTRUST SA ARAD	-13,00%	1.023.567,91	1.520
BUCV	BUCUR SA Bucuresti	82,57%	837.825,11	1.368
CBKN	COMMERZBANK AG	-34,22%	1.560.837,80	1.351
BMW	BAYERISCHE MOTOREN WERKE A...	-3,49%	6.115.269,00	1.137
COSC	COMNORD SA BUCURESTI	-7,06%	355.328,44	1.042
UARG	ARGUS SA Constanta	3,09%	514.941,59	1.029

Q & A

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