Company profile

Fast forward

Milano, November 19th , 2015

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All information provided is correct at time of issue

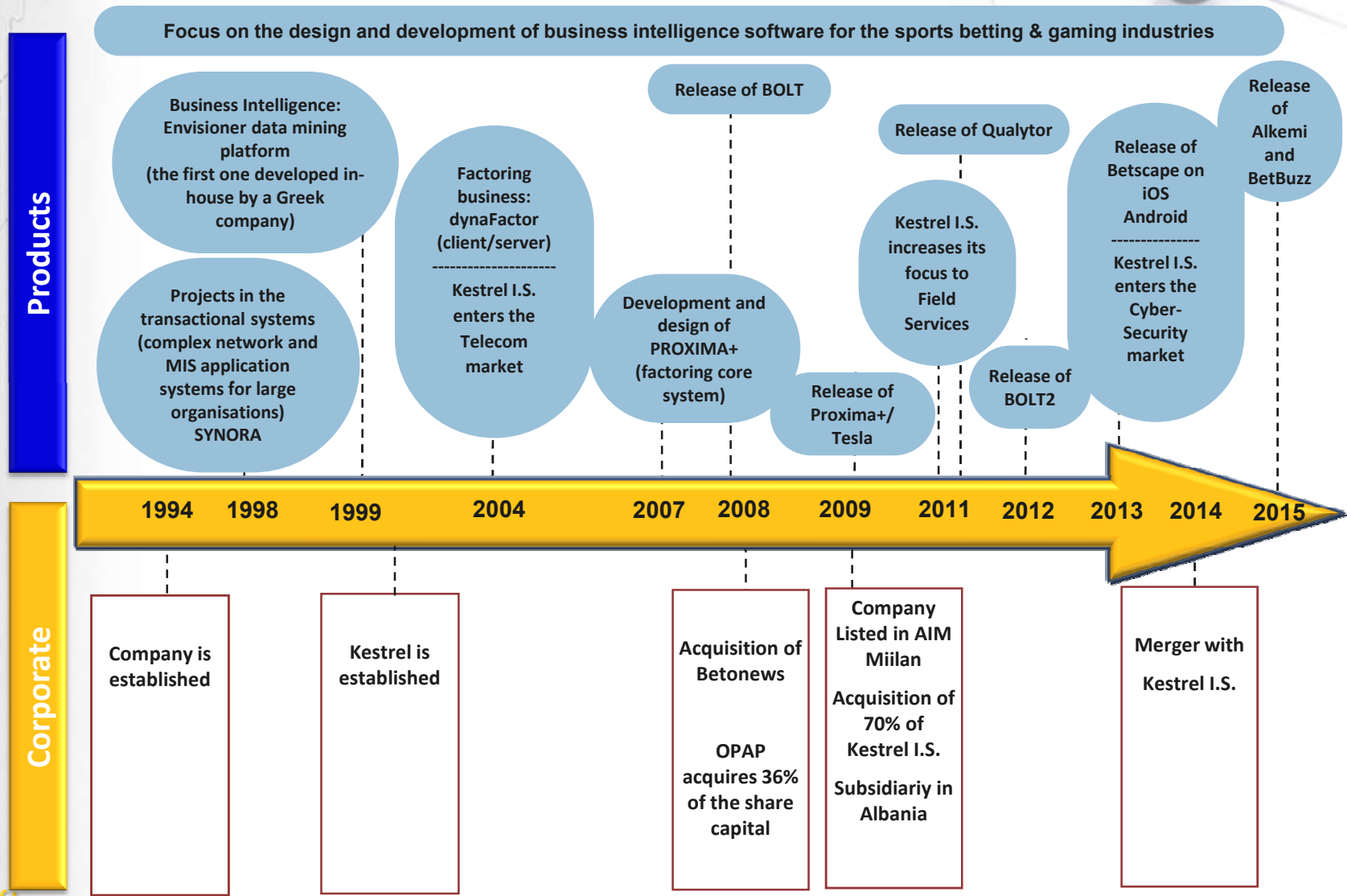
Neurosoft at a glance

- Neurosoft is a software company **founded in 1994** with headquarters in Iraklio of Attica and presence in Cyprus, UAE
- Following the merger with Kestrel Information Systems it evolved into a **fully integrated ICT company** with Software Development and System Integration capabilities

- It designs, develops and supports **Innovative Products and Solutions** in the following Business sectors:
  1. Sports Betting
  2. Factoring
  3. Systems Integration

It has a high-caliber team of more than 95 people, the majority of which are **highly specialized engineers.**

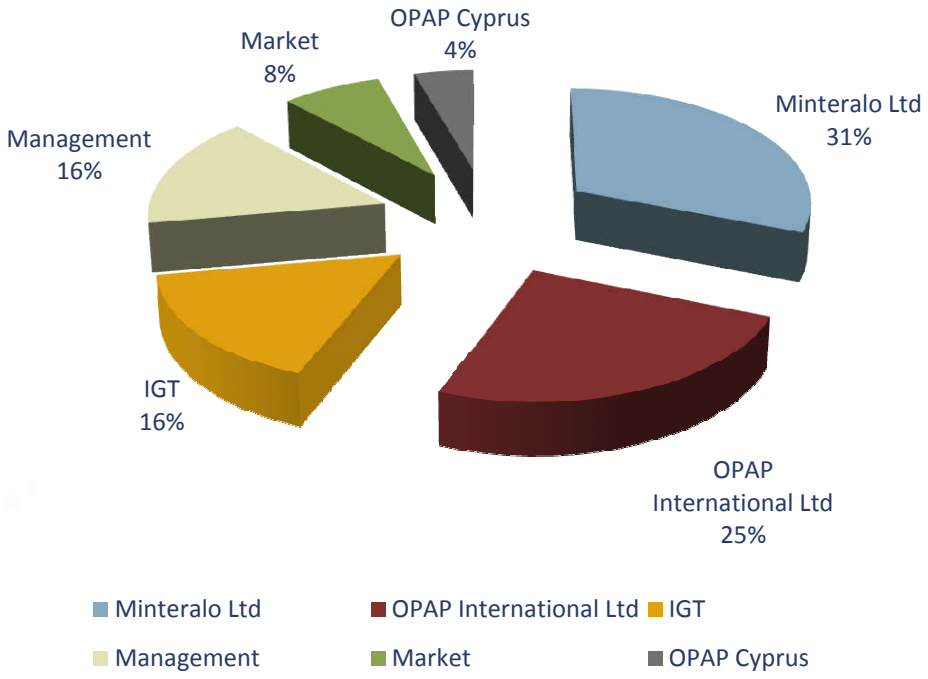
Milestones


Focus on the design and development of business intelligence software for the sports betting & gaming industries
Products
Business Intelligence: Envisioner data mining platform (the first one developed in-house by a Greek company)
Projects in the transactional systems (complex network and MIS application systems for large organisations) SYNORA
Factoring business: dynaFactor (client/server)
Kestrel I.S. enters the Telecom market
Release of BOLT
Development and design of PROXIMA+ (factoring core system)
Release of Proxima+/ Tesla
Release of Qualytor
Kestrel I.S. increases its focus to Field Services
Release of BOLT2
Release of Betscape on iOS Android
Kestrel I.S. enters the Cyber-Security market
Release of Alkemi and BetBuzz
1994
1998
1999
2004
2007
2008
2009
2011
2012
2013
2014
2015
Corporate
Company is established
Kestrel is established
Acquisition of Betonews
OPAP acquires 36% of the share capital
Company Listed in AIM Miilan
Acquisition of 70% of Kestrel I.S.
Subsidiariy in Albania
Merger with Kestrel I.S.

Distinctive Qualities

Neurosoft is in compliance with international standards of Software Development

Shareholders' Structure



Alphanumeric Code: NRST

Number of Shares: 25,584,594

Closing Price: 1.50 -13/11/2015

Year High: 2.384 - 04/08/15

Year Low: 1.33809 - 01/09/15

1Year Performance: +7.94%

Sports Betting: Products

BOLT

- Real-time monitoring of a multi-channel sportsbook,
- Offering a micro and a macro view of the operation (liability, probability, expected liability)
- Agent Profiling and Rating (Risk Management)
- Revealing hidden threats , focusing on what is important
- Boosts trader's performance and effectiveness
- Competitive pricing which increases market impact and ROI

Qualytor

- In-house developed platform covering 13 sports and more than 2.000 competitions
- Historical data coverage as well as ongoing enrichment of the database (fixtures, moments, standings, stats)
- Advanced tools for market monitoring (bookmakers and betting exchanges)
- In-depth statistical analysis accompanied by a smart search engine

Betbuzz

- Unique product with the most attractive odds on multiples
- Complicated algorithms that decrease the operators margin as the column on length increases
- Integration with BOLT, full awareness of where the risk resides
- Revenues and GGR increase

Betscape

- Multilingual mobile application for every sportaholic and punter
- Accurate live and historical data, as well as advanced statistics
- Real-time odds comparison
- Ingenious handling of favorites and custom push notifications
- Primarily produced previews, news and news alerts

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Factoring products and services

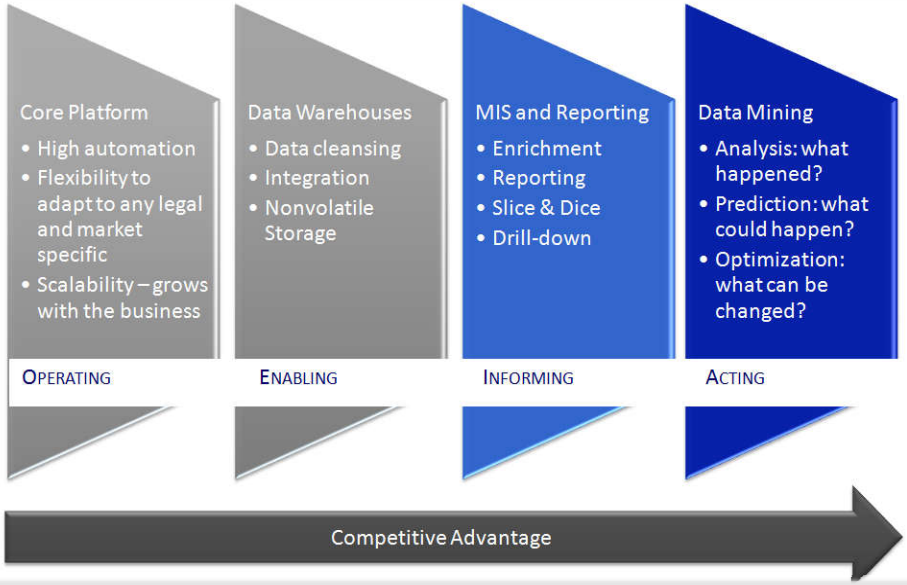
Proxima +, a Powerful Web-based Core Factoring Platform:

Neurosoft's second generation factoring system, with over 15 years of factoring software experience, incorporates factoring best practices and all the tools required for a modern factoring business.

Supports live **local, group** (multi-country) and remote **SAAS** (Software as a Service) installations across Europe and UAE, with a dynamic expansion of the company to new territories.

Proxima+ currently covers:

Greece, Bulgaria, Romania, Albania, Italy, Serbia, FYROM, Abu Dhabi



- **Tesla: Factoring Online Informational Platform for clients/debtors**

  Allows factors to easily swap data from Proxima+ with their clients and debtors, reducing considerably factoring operational costs and paper waste and providing innovative products with highly secured online account management and possibility of integration in e-banking.

- **FOLS: Factoring Operations Liability System**

  Multi-dashboard risk information system and reporting tool tailored to the factoring industry.

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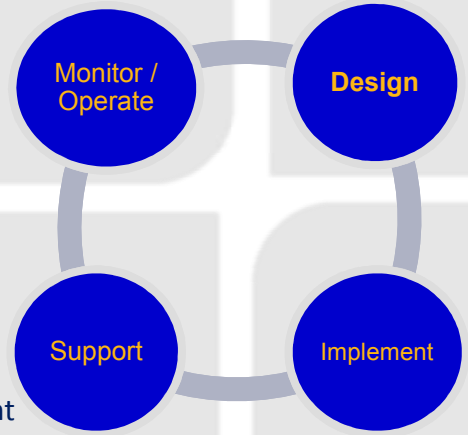
Systems Integration - Services

Monitoring / Operations Services

- ICT Configuration Management
- Vulnerability & Threat Management
- Incident Response
- Security Assessments
- Security Awareness

Solution Design

- Project Analysis
- Pre-Sales – Research
- Initial Lab Testing
- Solution Architecture



Monitoring / Operations Services

- ICT Configuration Management
- Vulnerability & Threat Management
- Incident Response
- Security Assessments
- Security Awareness

Implementation Services

- Capacity Planning
- Transportation / Delivery
- Roll-out Management
- On-Site & Remote Teams

High – End ICT & Security Projects

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Clients

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Technology Partners

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Long Term Prospects

Sports Betting

Business Targets

- BetBuzz : UK live in early December. Expand business model to other countries
- Retain existing BOLT customers
- Expand Qualytor customer base (new media)
- Betscape : Reaching 8,000 in-app customers and 50K+ downloads (currently 30K)

Product Development

- BOLT & Qualytor : Support for in-play (soccer, basket, tennis) real-time approval
- BOOM : Pricing for basket and tennis
- Base Pricing Modeling for a. in-play in soccer, b. Pre-game and in-play basket and tennis

Factoring

Business Targets

- Market expansion, new major customers in UK, Netherlands, Turkey
- Retaining monopoly in Greece
- Enter Operations with renounced team and brand name with new factoring products (Greece)

Product Development

- Change to SOA (Service Object Architecture) for supporting real-time ERP feeds from thousands of customers (for large and advanced Factors)

Systems Integration

Business Targets

- Expand Juniper Networks partnership across Geographic Regions
- Business Development effort in MENA Region for high-end Security Projects
  - Promote Industrial Control Systems Security Services for Utility Operators
  - Promote Telephone Vulnerability Assessment Services on Mobile Operators

Offering Development

- R&D in next generation services in Network Function Virtualization (NFV) &Service Delivery Networks (SDN)
- Finalize Managed Security Services offering

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Financials (1/2)

Annual & 1st Semester 2015 Results

	2012	2013	2014	1 H 2015
Revenues	**3,522,069**	**5,842,269**	**10,271,403**	**6,280,193**
EBITDA	454,622	1,475,612	3,114,067	2,374,704
EBIT	175,641	1,087,779	2,661,863	2,185,181
EBT	97,408	1,002,702	2,556,197	2,130,145
EBITDA / Revenue	12.9%	25.2%	30.3%	37.8%
EBIT / Revenue	5%	18.6%	25.9%	34.8%
EBT/ Revenue	2.7%	17.1%	24.8%	33.9%
Head Count	44	64	82	95

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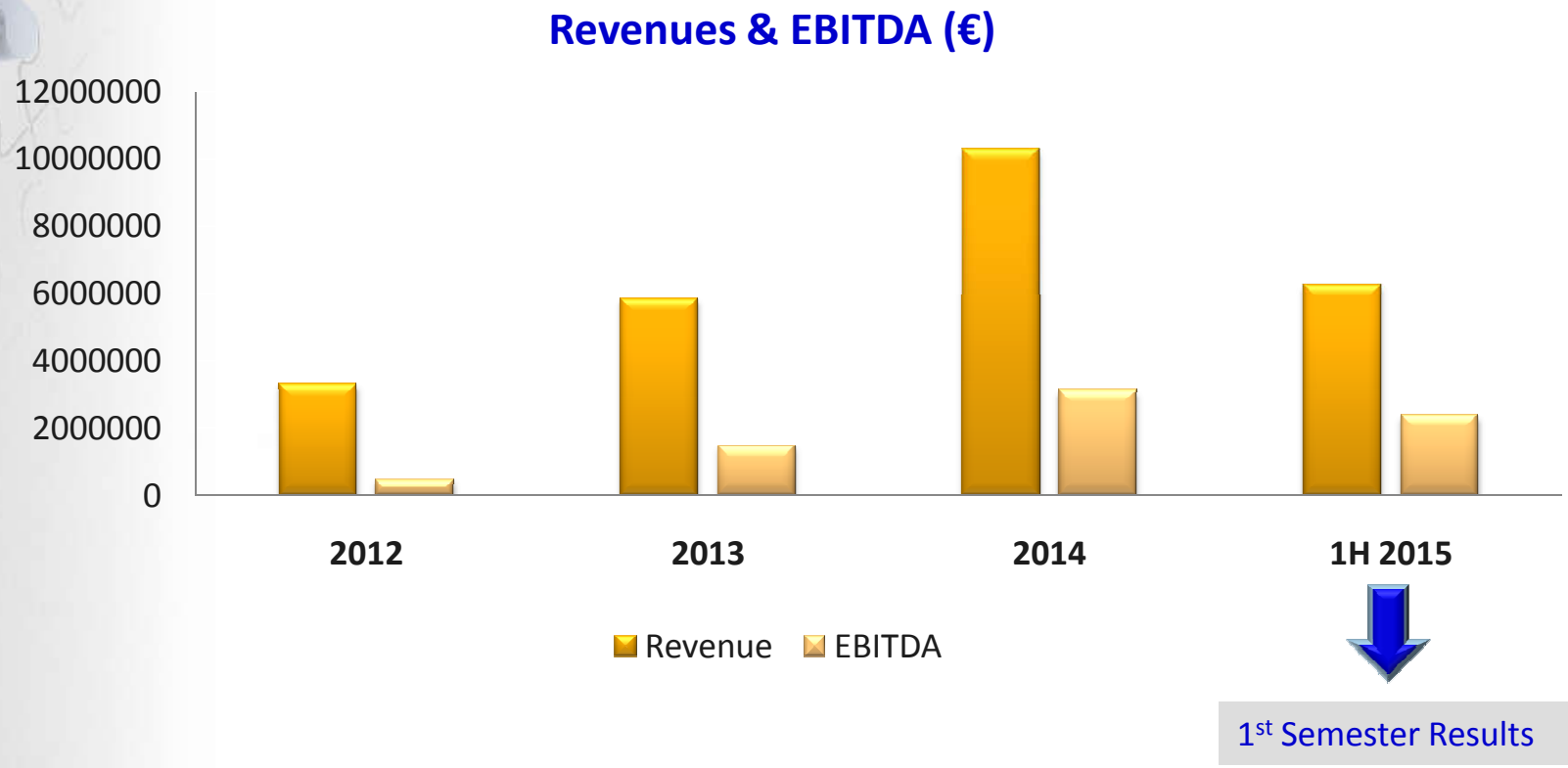
Financials (2/2)



1st Semester Results

Thank You

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Supporting Slides

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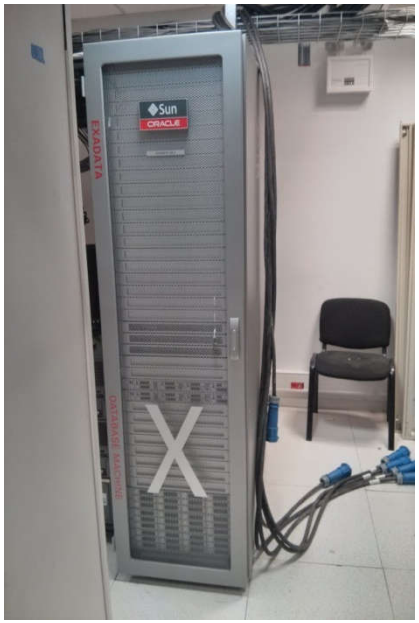
EXADATA

The requirement of OPAP Systems' High Availability, as well as the need for real-time calculations led to the provision of Oracle EXADATA Database.

There are only four EXADATA installations within Greece



Main Project Characteristics:

- Procurement of the necessary equipment
- Project management
- Installation Services
- Migration services
- Application (BOLT) Migration

Following the provision:

- Participation to a unique and demanding project

- Neurosoft Employees are EXADATA Certified

- BOLT application is EXADATA certified

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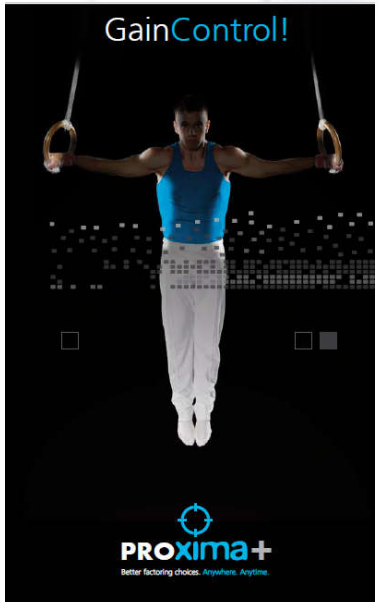
Factoring - Success Story

Customer: NBG National Bank of Greece

Group license installation

Main project characteristics:

- Central installation supporting multiple countries:
  Greece, Bulgaria, Romania, FYROM
- Fast localization of the solution for each country: specific local market requirements, local legislation, taxation, different accounting rules
- Communication with core banking through multiple interfaces for high automation
- Simultaneous support of Greek, Latin Based and Cyrillic Local Languages
- Different currency system
- Globally Unified Policy
- Instant version upgrades
- Central administration/maintenance/support



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Systems Integration – Success Story in ICT Project

SNFCC ICT Systems and System Integration

Customer: JV Impregillo & TERNA

Main Project Characteristics:

- Data Network System
- IP Telephony System
- Wireless LAN
- IPTV System
- Private Mobile Radio System
- Distributed Antenna System
- Digital Storage
- Thin Clients
- Information Point System
- Library RFID System

STAVROS NIARCHOS FOUNDATION CULTURAL CENTER
ΚΕΝΤΡΟ ΠΟΛΙΤΙΣΜΟΥ ΙΔΡΥΜΑ ΣΤΑΥΡΟΣ ΝΙΑΡΧΟΣ

IT and Telecom infrastructure equipment and works at the Stavros Niarchos Foundation Cultural Center SNFCC.

Installation, commissioning and support.

Major manufacturers: Juniper Networks, IBM.

This effort consists of one of the most important projects started in the midst of the economic crisis and will be the emblem of the Greek National Opera (GNO), the National Library of Greece (NLG) surrounded by the 170.000m^2 Stavros Niarchos Park.

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System Integration – Success Story in Field Services Projects

Optical Backbone Network

Customer: OTEGLOBE (DT)

Main Project Characteristics:

- 50 Nodes in Greece, Albania, Italy
- Subsea Interconnections
- Implementation & Support
- Roll-out : <1 month
- SLA 4H

OTEGLOBE
the globe at your service

Service Provider Network – Access & Transport

Customer: WIND

Main Project Characteristics:

- DSL, Microwave, Optical
- 220 Nodes in Greece
- Implementation & Support
- Spare Parts Management
- SLA 2H, 24H

WIND

ERICSSON

Alcatel·Lucent

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System Integration – Success Story in Security Projects

Penetration Testing

End customer: Industry

Main Project Characteristics:

- Penetrating Testing activities of .gr
- Social Engineering activities
- Internal Penetration Testing
- Black- and Grey-box
- Wired & Wireless

Academic Security Monitoring

End customer: Public Sector

Main Project Characteristics:

- Monitoring Platform
- Security Rules Customization
- Operations Services
- SLA 24H

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