

NOVIAN

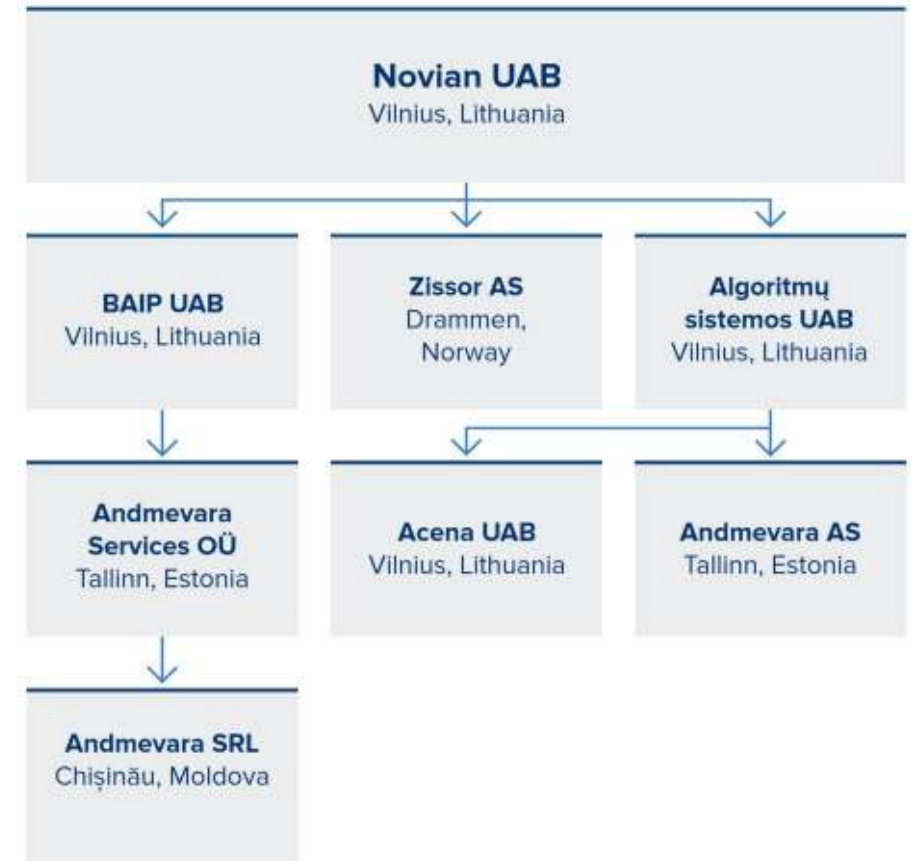
The Novian group

Review of results for the first half of 2020

About the Novian group

The companies in the IT infrastructure services and software group Novian provide a wide range of services for companies and public sector institutions – from IT resource optimization and digital transformation opportunities to ensuring the high reliability of critical infrastructure and building national-scale systems.

The group includes the IT service providers BAIP (Lithuania), Andmevara Services OU“ (Estonia) and Andmevara SRL (Moldova). Software services are provided by the group companies Algoritmu Sistemos, Acena (Lithuania) and Andmevara AS (Estonia). Norway-based Zissor focuses on digitalization services.

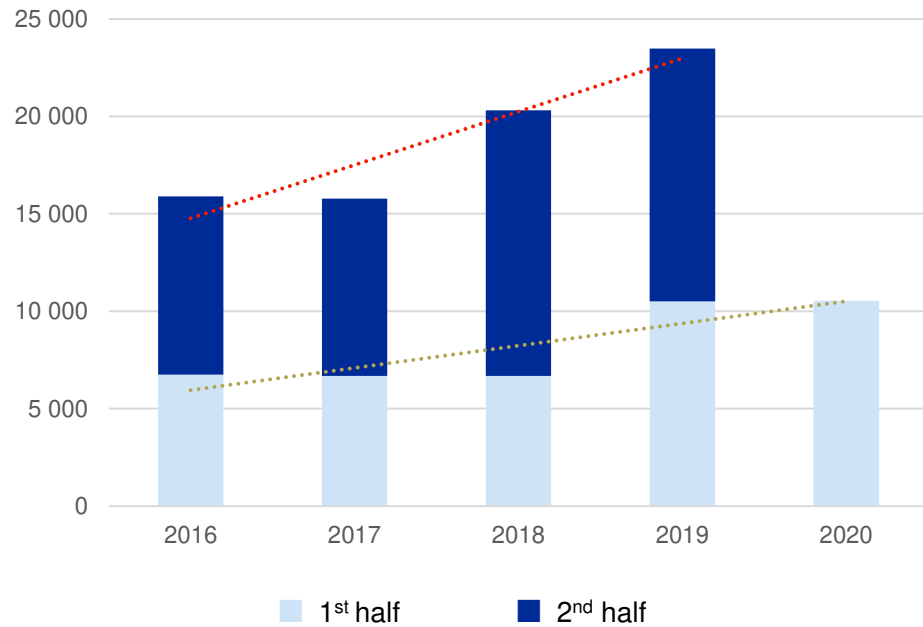


Main strategic directions

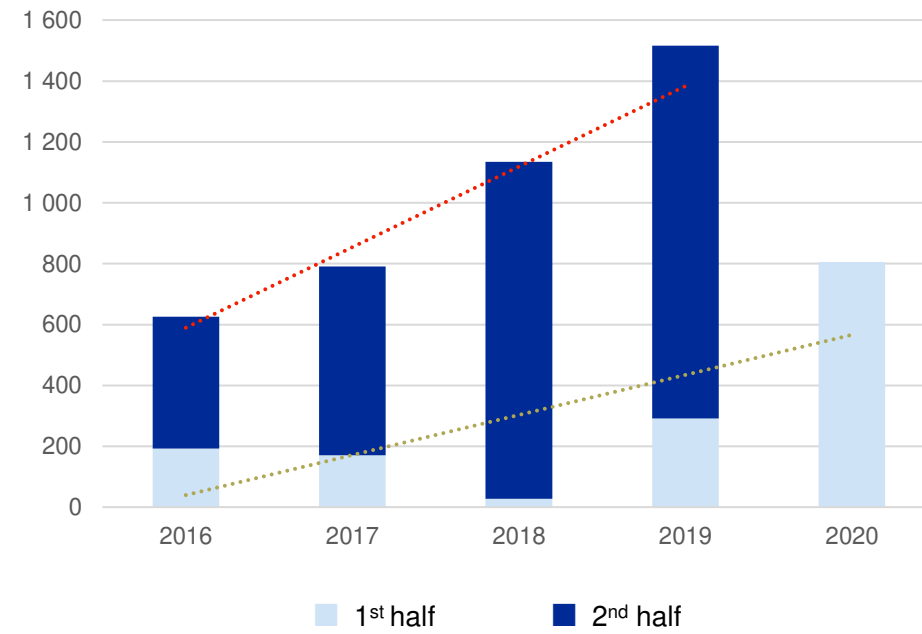
- To expand the geography of group companies' activities giving priority to the markets of the Baltic and Scandinavian countries;
- To increase the companies' competencies in the fields of high-performance computing devices, digital transformation, big data, and artificial intelligence.

Novian group financial indicators

Revenues, thousands of EUR



EBITDA, thousands of EUR



Novian group financial indicators (thousands of EUR)

	Novian													
			IT infrastructure services				Software services						Zissor AS	
			BAIP, UAB		Andmevara Services OU/ Andmevara SRL		Algoritmu sistemas, UAB		Andmevara AS		Acena, UAB			
6 months of 2019	6 months of 2020	6 months of 2019	6 months of 2020	6 months of 2019	6 months of 2020	6 months of 2019	6 months of 2020	6 months of 2019	6 months of 2020	6 months of 2019	6 months of 2020	6 months of 2019	6 months of 2020	
Revenue	10,502	10,547	7,863	7,822	369	297	1,064	1,241	517	533	341	361	348	293
Gross profit	2,276	2,553	1,091	1,265	368	297	244	386	197	239	124	99	253	268
EBITDA	294	808	483	760	23	23	(52)	108	(90)	10	(58)	(65)	35	22
EBIT	(101)	407	196	475	15	13	(99)	46	(121)	(21)	(61)	(67)	17	13
Net Profit (Loss)	(208)	313	151	420	(8)	5	(115)	39	(146)	(43)	(62)	(67)	18	12

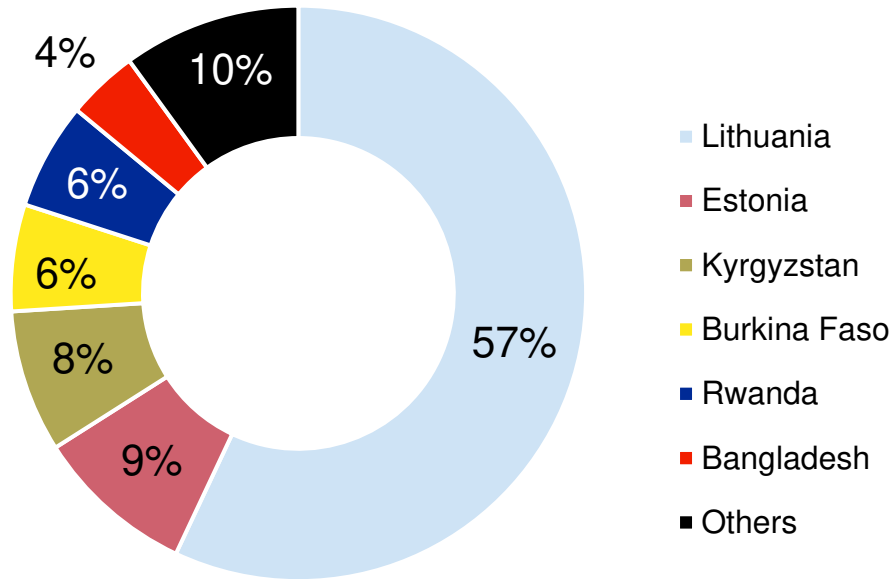
Presented unaudited aggregated Novian group results. Financial statements for the year ended 31 Dec 2019 of BAIP UAB, Algoritmu sistemas UAB and Zissor AS are audited, financial results of 6 months of 2020 are unaudited.

Novian group financial indicators (thousands of EUR)

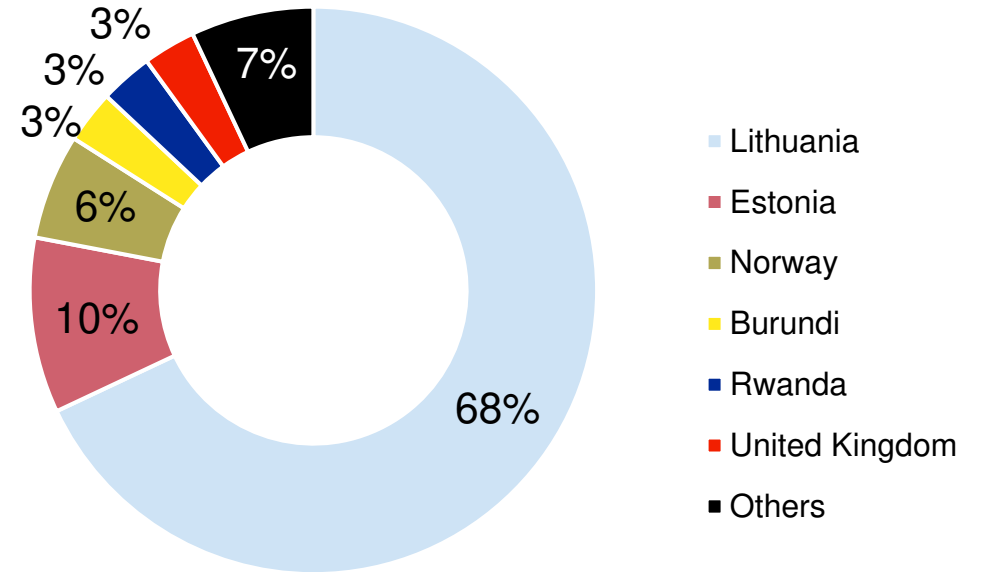
	Novian													
			IT infrastructure services				Software services						Zissor AS	
			BAIP, UAB		Andmevara Services OU/ Andmevara SRL		Algoritmu sistemas, UAB		Andmevara AS		Acena, UAB			
31-12-2019	30-06-2020	31-12-2019	30-06-2020	31-12-2019	30-06-2020	31-12-2019	30-06-2020	31-12-2019	30-06-2020	31-12-2019	30-06-2020	31-12-2019	30-06-2020	
Tangible assets	1,251	1,300	897	841	12	25	296	257	34	169	9	8	1	-
Intangible assets	1,861	1,841	65	65	4	4	1,768	1,758	2	1	1	-	20	9
Other non-current assets	681	572	812	421	-	-	177	472	-	-	-	-	132	119
Current assets	11,404	9,885	7,793	7,031	153	197	1,818	1,679	456	395	875	349	273	291
<i>of which cash</i>	3,540	1,288	2,016	956	29	16	595	90	218	16	596	118	70	85
Total assets	15,197	13,598	9,567	8,358	169	226	4,059	4,166	492	565	885	357	426	419
Equity	5,122	5,404	2,591	3,011	(47)	(42)	2,745	2,784	(218)	(261)	139	72	318	299
Non-current liabilities	687	1,149	336	344	-	-	351	646	-	113	-	-	-	46
<i>of which financial debt</i>	483	651	328	337	-	-	155	155	-	113	-	-	-	46
Current liabilities	9,388	7,045	6,640	5,003	216	268	963	736	710	713	746	285	108	74
<i>of which financial debt</i>	1,746	1,708	1,205	1,110	130	130	66	34	345	424	-	-	-	-
Total liabilities and equity	15,197	13,598	9,567	8,358	169	226	4,059	4,166	492	565	885	357	426	419

Revenue of Novian group by country (thousands of EUR)

REVENUE OF NOVIAN FOR 6 MONTHS OF 2019 BY COUNTRY



REVENUE OF NOVIAN FOR 6 MONTHS OF 2020 BY COUNTRY



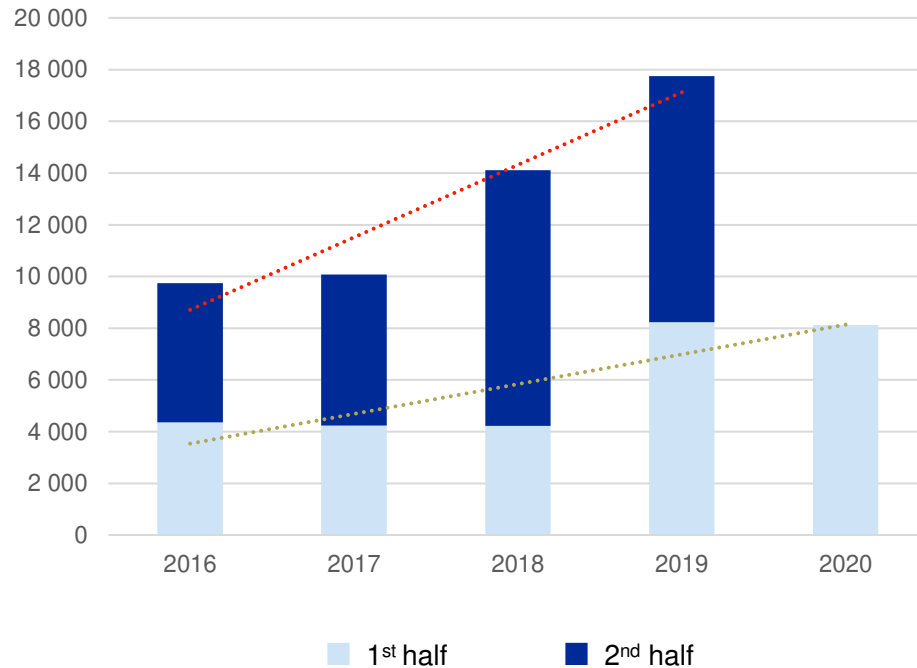
THOUSANDS OF EUR	6 months of 2019	6 months of 2020	Change
Lithuania	5,944 (57%)	7,193 (68%)	1,249
Others	4,558 (43%)	3,354 (32%)	(1,204)
Total	10,502	10,547	45

IT infrastructure services

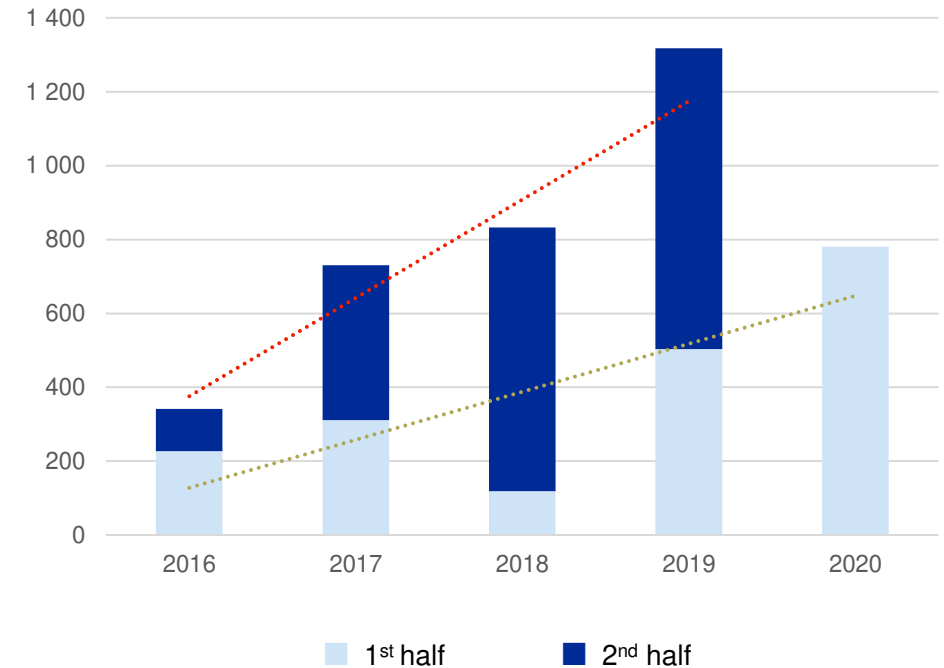
BAIP (Lithuania), Andmevara Services OU (Estonia)
and Andmevara SRL (Moldova)

Main financial figures

Revenues, thousands of EUR

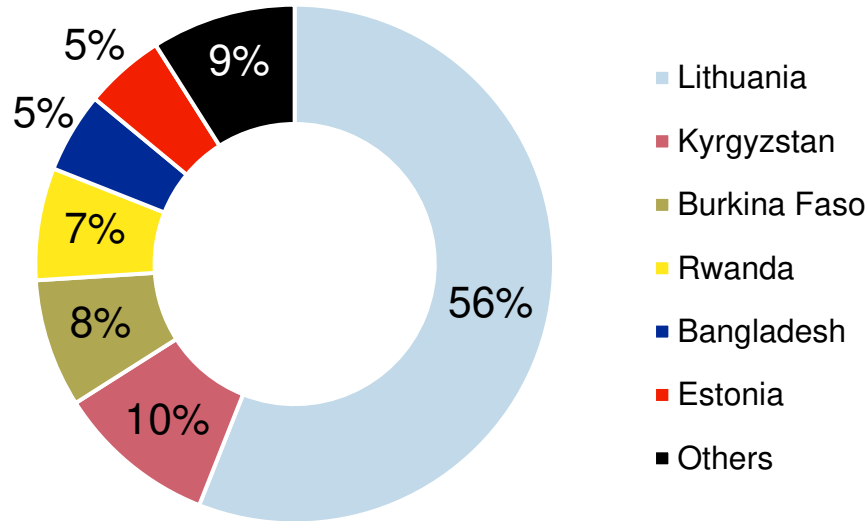


EBITDA, thousands of EUR

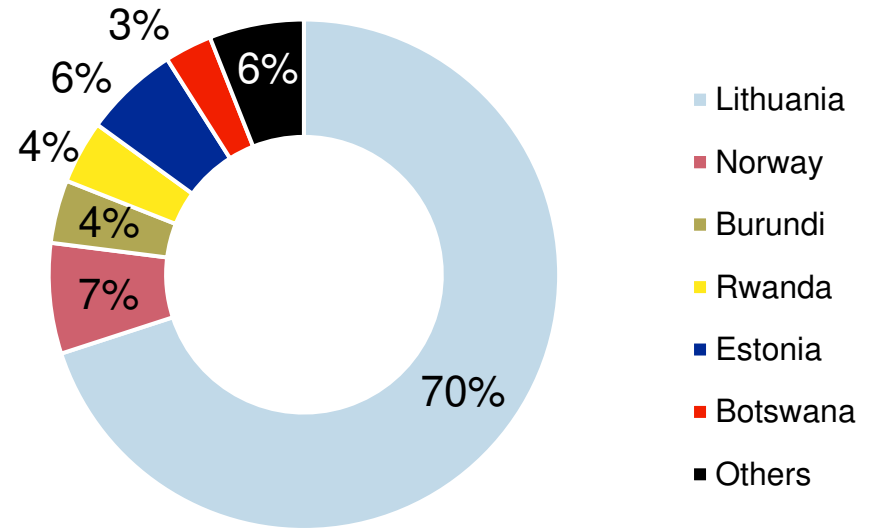


Companies' revenues by country (thousands of EUR)

REVENUE OF BAIP, ANDMEVARA SERVICES IR ANDMEVARA SRL FOR 6 MONTHS OF 2019 BY COUNTRY



REVENUE OF BAIP, ANDMEVARA SERVICES IR ANDMEVARA SRL FOR 6 MONTHS OF 2020 BY COUNTRY



THOUSANDS OF EUR	6 months of 2019	6 months of 2020	Change
Lithuania	4,574 (56%)	5,660 (70%)	1,086
Others	3,658 (42%)	2,459 (30%)	(1,199)
Total	8,232	8,118	(113)

Long-term priorities

- Geography of services: focus on development in the Baltic and Norwegian markets
- Service portfolio:
 - High performance computing devices and clusters;
 - Continuous services that require high qualifications;
 - Open source cloud technologies;
 - Data archiving solutions.



Empowering businesses through technologies

- **Critical IT infrastructure services:**
 - consulting on digital transformation strategy preparation and implementation;
 - high availability solutions,
 - high performance computing and cloud computing design, installation and control services,
 - IT infrastructure support and resilience assurance.
- **Modern digital workplace strategy preparation and implementation:**
 - workplace as a service,
 - Internet of Things,
 - information kiosks,
 - printing/copying managed services.
- **Complete supply chain and equipment life cycle management:**
 - architectural design, selection, delivery and deployment of equipment, professional maintenance, warranty and post-warranty services.



Main projects

HIGH PERFORMANCE COMPUTING

- Botswana's South Africa Development Community Climate Services Centre (SADC CSC): implementation of climate change and weather forecasting solutions in 14 African countries.
- Vilnius University Faculty of Math & Informatics (VU MIF): cluster of high-performance computing devices.

DATA CENTER SOLUTIONS

- Burundi revenue authority (Office Burundais des Recettes, OBR): critical IT infrastructure development.
- Zanzibar Revenue Board (ZRB): infrastructure delivery and implementation.
- National Bank of Rwanda (BNR): IT infrastructure development project.
- Ambergrid: IT infrastructure migration and reorganization.
- Mauritius Registrar-General's Department: eRegistry system - "MeRP" system renewal and migration to new infrastructure.
- Lithuanian GovCloud implementation and integration (Oracle virtualisation, information system monitoring and backup solution integration).

CONTINUOUS SERVICES

- Bank of the Republic of Burundi (BRB): critical IT infrastructure maintenance for 2 years.
- Conexus: IT infrastructure maintenance and development in Singapore.
- Swedbank: iKiosk & workstations delivery & maintenance.
- National Land Service: IT infrastructure development and maintenance.
- Norfa: IT infrastructure maintenance and development.
- Susisiekimo paslaugos: maintenance services in public transport stops.
- Luminor: NetKiosks delivery and maintenance.
- Kesko Senukai: IT infrastructure maintenance.

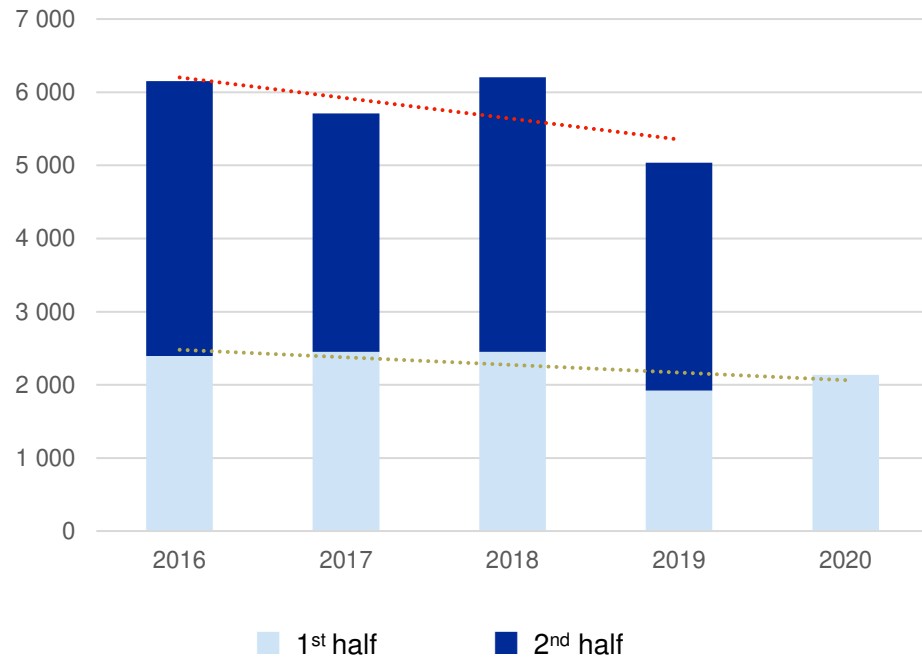
Software services

Algoritmu Sistemos, Acena (Lithuania)
and Andmevara AS (Estonia)

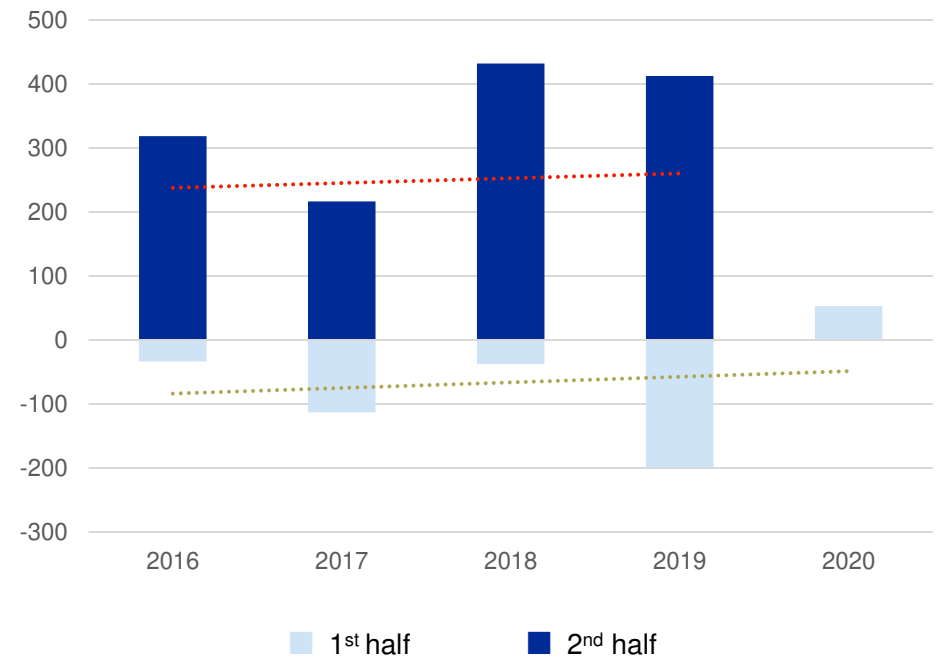


Main financial indicators

Revenues, thousands of EUR

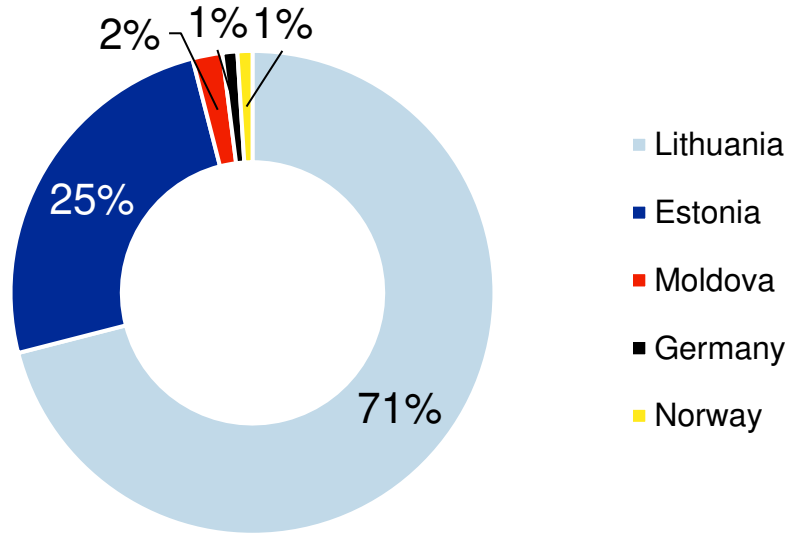


EBITDA, thousands of EUR

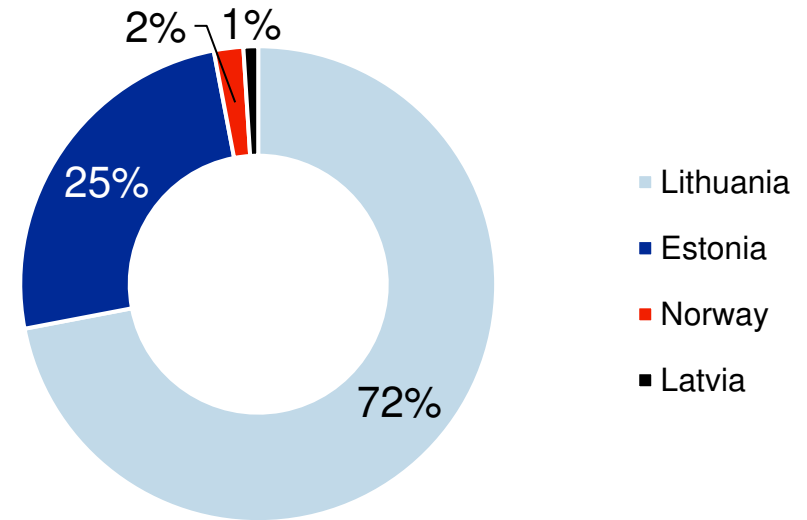


Companies' revenues by country (thousands of EUR)

REVENUE OF ALGORITMŲ SISTEMOS, ACENA AND ANDMEVARA FOR 6 MONTHS OF 2019 BY COUNTRY



REVENUE OF ALGORITMŲ SISTEMOS, ACENA AND ANDMEVARA FOR 6 MONTHS OF 2020 BY COUNTRY



THOUSANDS OF EUR	6 months of 2019	6 months of 2020	Change
Lithuania	1,369 (71%)	1,533 (72%)	164
Others	553 (29%)	602 (28 %)	49
Total	1,922	2,135	213

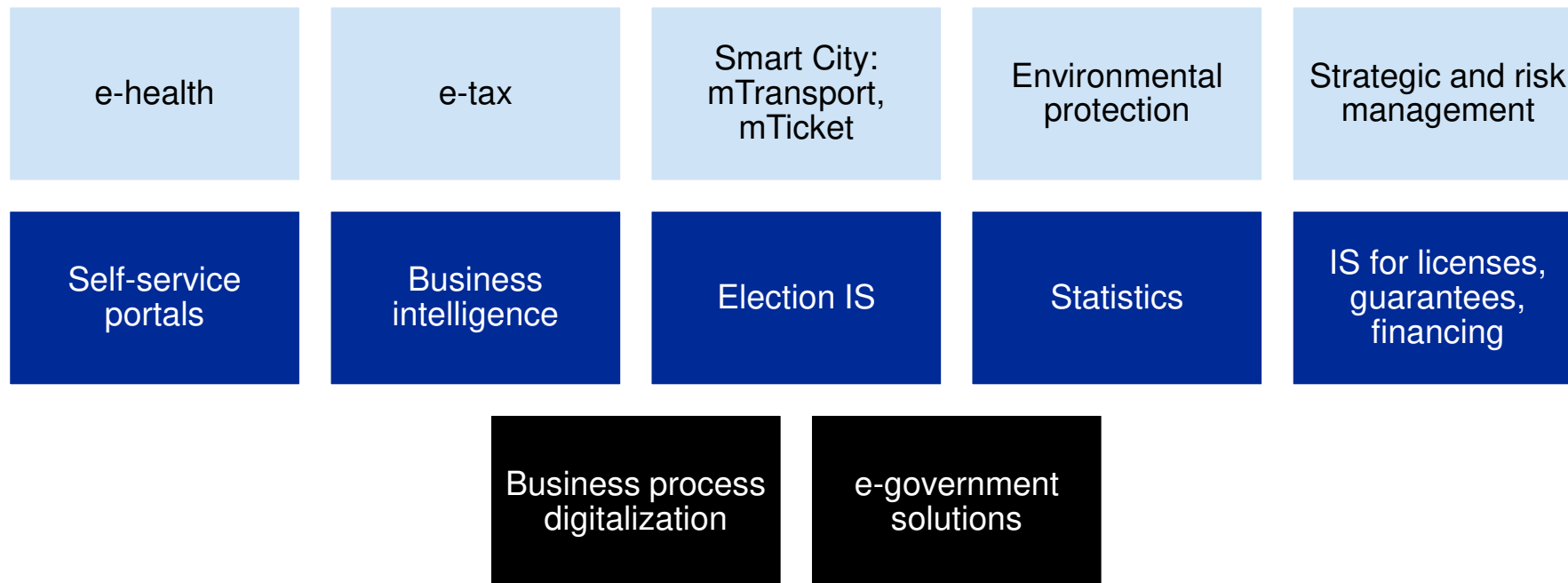
Long-term priorities

- Services geography: to expand sales geography to Estonia and Norway.
- Competence development in these areas:
 - Big Data,
 - Artificial Intelligence,
 - Robotic process automation,
 - Data lakes.



Portfolio of services and solutions

Activities: creation of complex information systems for state institutions and large and medium-sized enterprises, business process digitalization, business intelligence solutions.



Main projects

Development of 2021 census software for the Lithuanian Department of Statistics

Bangladesh Computer Council: Development of cybersecurity strategy, assessment of critical infrastructure, provision of self-assessment toolkit, and basic cybersecurity package for agencies

Zanzibar Revenue Board: Consulting services for the development and implementation of an EFD based on a virtual fiscal devices management system

Development and implementation of unified product, packaging and waste accounting IS for the Ministry of Environment

Development of a Personal Income Tax Information System for the State Tax Inspectorate

Development and maintenance of the information system of the State Tax Inspectorate for the exchange of value added tax information between countries of the European Union

Development and maintenance of the integrated tax information system of the State Tax Inspectorate

Development of IS for calculation of rent for state land in municipalities

Development and modernization project for the Labor Inspectorate for continuous monitoring of working conditions at workplaces

Development of electronic speech-managed services for a Vilnius University project

Maintenance and development of the waste management information system for the Vilnius waste system administrator

Lithuanian National e-establishment of a health contact center and a cross-border information system

BI projects: Philip Morris International Baltic, Altas, Viešųjų pirkimų tarnyba, Infrastruktūra, Enerigus Group, INVL Asset Management

Process automation: INVEGA, Drogas, Eugesta, Viada, Cgates, Enerigus Group, Barbora, Stansefabrikken, NRD AS

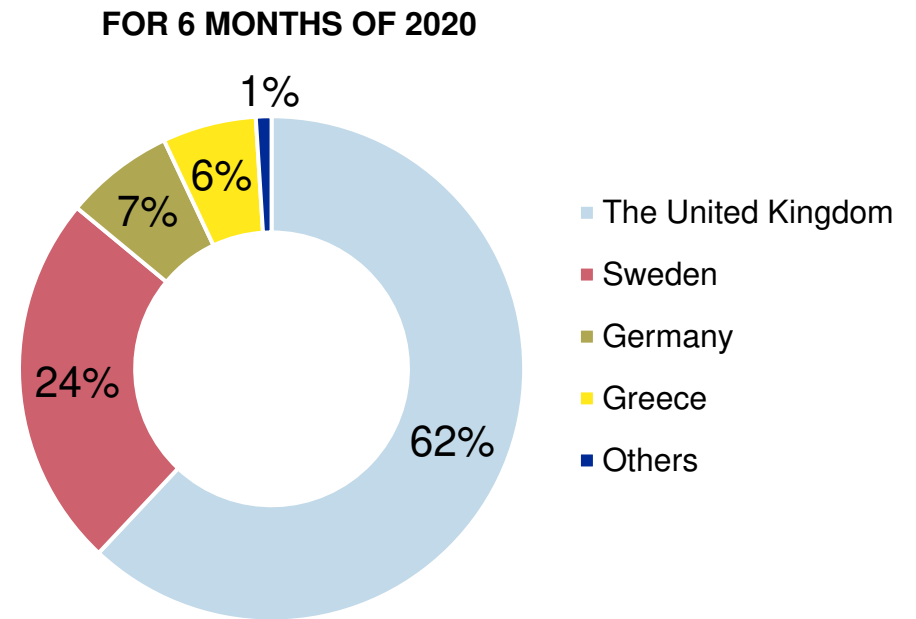
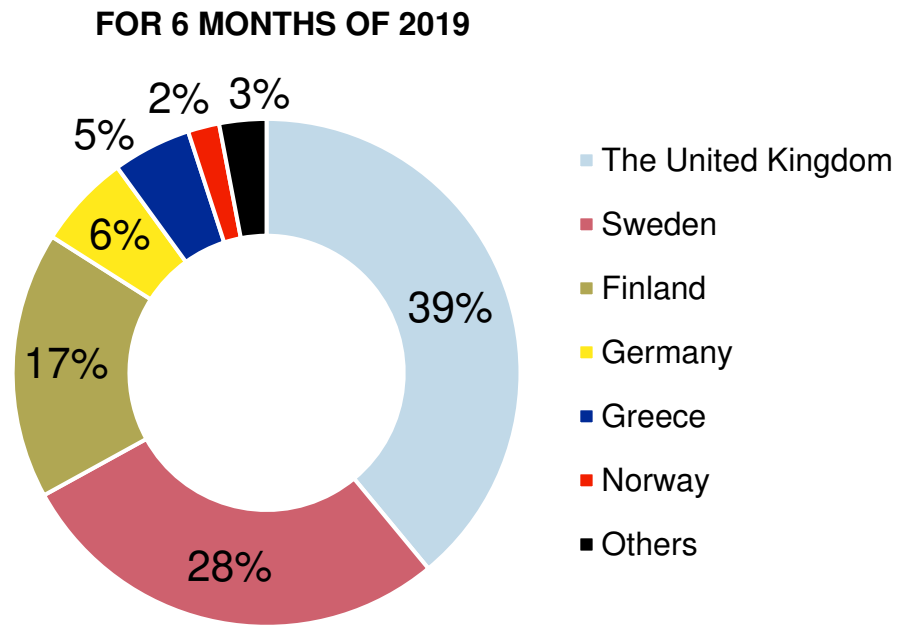
Development of Estonian Patient Office IS and register

Media monitoring and digitization

Zissor (Norway)



Zissor revenues by country (thousands of EUR)



Thousands of EUR	6 months of 2019	6 months of 2020	Change
Lithuania	-	-	-
Others	348 (100%)	293 (100%)	(55)
Total	348	293	(55)

Long-term priorities

- Expansion of current portfolio of clients in the field of media monitoring and digitization;
- Expansion of portfolio of services with offerings of other group companies: IT infrastructure and software services.

20+

Years on the international market.

1,000,000+

Newspaper and magazine pages digitized using our software every week.

Main services



**Archive
Digitization
Software**



**PDF-to-Article
Conversion**



**Digitization
Services**



**Media Monitoring
Software**

The company launched its new website in the first half of 2020.

Main clients and services

Zissor Media System clients

- Cision (UK)
- Pressrelations (Germany)
- ClipNews (Greece)
- Magnolia Clipping and Broadcast Monitoring Service (US)

Zissor Content System clients and service

- Riksarkivet Sweden
- Zissor Service Norway (Digitizing archives for Scandinavian newspapers and magazines)
- Zissor Service Norway (Conversion of PDF to XML for Danish newspapers)

Thank you

