



Neurosoft: A Dynamic, Future-shaping Technology Company Presentation



Neurosoft Overview

Neurosoft at a glance

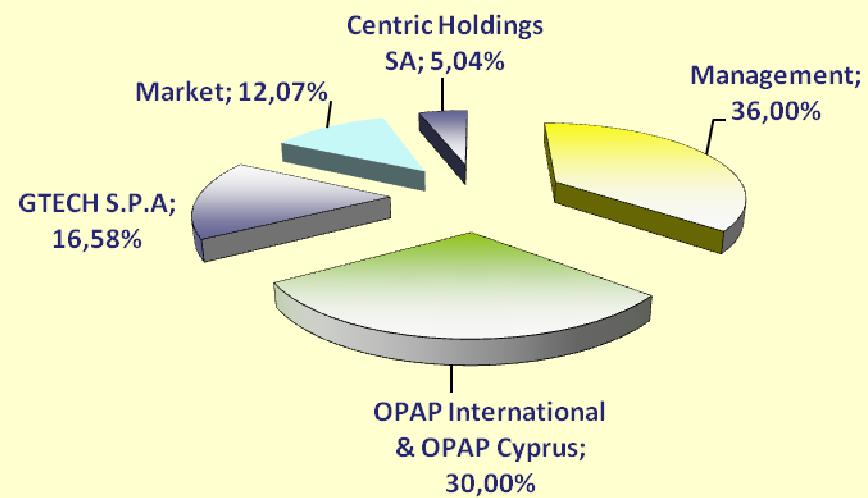
- Neurosoft is a software company, founded in **1994** with headquarters in Athens, subsidiaries and Rep offices in **Cyprus, Romania, Albania, Bulgaria, Serbia** and **Dubai**.
- Designs, develops and integrates **innovative products and solutions** for Sports betting companies, factoring & other financial institutions with fully customized Business Intelligence and Risk Management solutions.
- Committed to client impact, R&D, innovation & ISO and OWASP standards. International orientation, with track record of successful international and group (multi-country) installations & continuous technical support.
- All software is **made in-house**, all technology and know how is internal and it is not an integrator.
- Has a **high caliber team** consisted of more than 55 highly specialized engineers, most of them with postgraduate degrees in state of the art technologies and international experience.
- Has an **extroversive policy** and invests systematically in innovation and development expertise

Milestones

- 03/2009 : Acquired **Betonews**
- 05/2009 : First company to successfully go floated in **AIM Italia**
- 11/2009 : Acquired 70% of **Kestrel Information Systems**, an IT & Telecoms integrator with strong presence in South Eastern Europe and Middle East
- 01/2010: Installs its **Proxima+** in **Bulgaria, Romania** and **Serbia**, factoring subsidiaries of NBG
- 08/2011: Homeland & Cyber Security activities. The largest Factoring company in Greece (**ABC Factors**) implements **Proxima+**
- 12/2012: **SaaS** model in Factoring, **Qualytor Data and Analytics** platform is launched in **OPAP**
- 07/2013: Launch of **Betscape** and **Qualytor** launch in **Lottomatica**
- 10/2013: Expansion to **Gulf Cooperation Council (GCC)** region
- 10/2013: Awarded with Premio Le Fonti as Impresa d 'Eccellenza - Software House – for Excellence in Software in Milan
- 12/2013: Signs agreement with Sportingbet and Centric for the joint development and support of a new Sportsbook
- 01/2014: **Kestrel** has been awarded with **Stavros Niarchos Foundation Cultural Center** SNFCC Project
- 02/2014: **BOLT** becomes integral part of new on-line solution in **OPAP** in co-operation with **GTECH**
- 03/2014: **BOLT** agreed to integrate with Wagerwise, the new sport betting platform of **GTECH** for worldwide distribution

Neurosoft: Shareholders Structure

Shareholders structure



Factoring: Business Model & Targets

Business Model

- Classical : Up front License fee - Customization – Maintenance
- SaaS : Small Set Up fee – Small Customization - Monthly fee based on fixed cost plus performance (i.e. volume of receivables)
- Currently having > 90% of the Greek market (Proxima+, Tesla), Piraeus (Millennium) Alpha (Credit Agricole), NBG (Pro-Bank)
- Installations in Romania, Bulgaria, Albania (SaaS)
- Installation in Abu – Dhabi (2014, SaaS), Pireaus Romania (2014, local)

2014 Targets

- Contract negotiation with small-medium Italian Factoring firm
- Finished integration with Turkish ERP (local partner) and under evaluation by Finans Bank (workshop 4-6/3)
- Italian, Turkish, Romanian and Serbia expansion
- Exploit KIS local partner in Dubai for expansion in Arabian peninsula using SaaS model



Sports Betting: Product Development – 2014 Horizon



BOLT

- Multi-channel(land, on-line, mobile), multi-sportsbook, hedging and arbitrage alerts
- Agent Profiling and Rating (Risk Management)
- iFlex and on-line connectivity for OPAP
- In-betting process at OPAP (
- BOOM ready
- Model : License, Risk sharing, Insurer



Qualytor

- New sports (Motor sports, volley, handball, rugby etc)
- Betting Intelligence Service (event pre-analysis, real time pre-game news and stats)
- Installation in LTM
- Model : License, Data and service provider



BetBuzz and BOOM

- Sportbook and odd pricing engine for BOOM in UK with SportingBet(full RM and SB)
- Integration with SportingBet core system (flavor of MM2)
- Launch Q2 2014
- Model : Risk taking, Risk sharing



Betscape

- 12 new languages (FR,ES,DE,IT,PT,TR,HB,AR,KR,CN,JP,TH) (Q1 2014)
- Extended stats (
- Sure bets, arbitrage and price alerting
- New sports
- Model : Ads, In-app services, third party servicing

Kestrel I.S – Telecommunications Products & Services Portfolio

Technologies

- **Telecommunication Solutions**
 - Access Technologies
 - IP Routing
 - Metro Ethernet
 - Optical Transport
- **Security Solutions**
 - Data Security
 - Cyber Security
 - Homeland Security
- **Applications**
 - Parental Control
 - Value Added Network Applications
 - Cloud Computing

Services (24x7x365)

- **Solution Design**
 - Telecom Infrastructure
 - Security
- **Installation / Commissioning / Implementation**
 - Fixed Data Networks
 - Mobile – Microwave
 - Security Solutions
- **Support Services**
 - Call Center
 - Field Maintenance
 - SLA & Spare Parts Management
- **Outsourcing Services**
- **Managed Services**

Target Market

Telco Service Providers

- Fixed
- Mobile

Governmental Networks

- Civil
- Military

Large Network Operators

- Lotteries
- Financial Institutions
- Utilities



Kestrel I.S – Partners & Customers

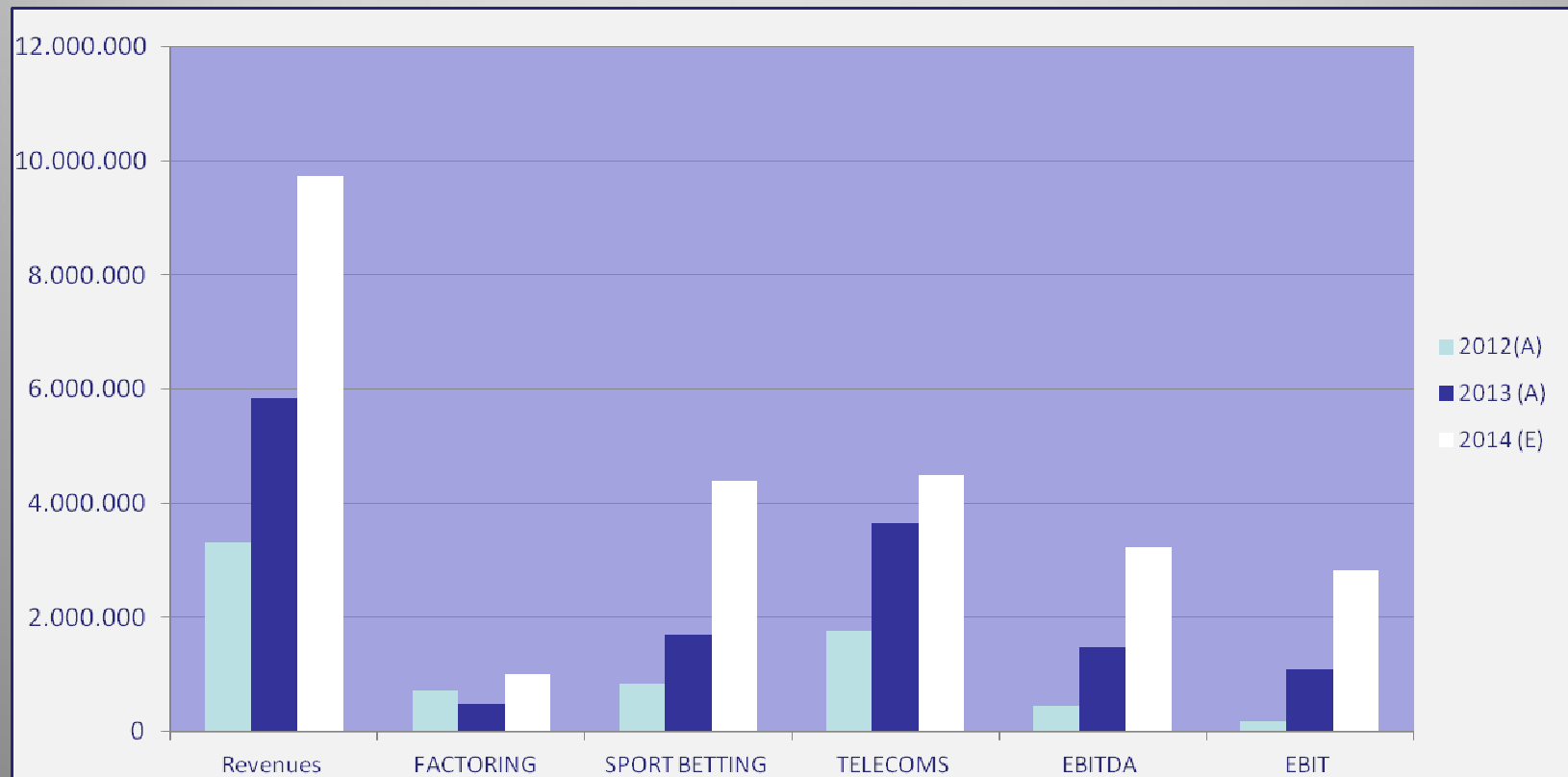
Kestrel I.S. co-operates with leading IT providers and serves most of the major IT&T players in the region

Partners	Customers
	
	
	
	
	
	
	
	
	
	
	
	
	
	
	
	
	
	
	

Group Financials

	2012 (A)	2013 (A)	2014 (E)
Revenues	3.522.069	5.842.269	9.750.000
FACTORING	727.842	482.000	900.000
SPORT BETTING	992.897	1.695.442	4.600.000
TELECOMS	1.801.330	3.664.827	4.250.000
EBITDA	454.622	1.475.612	3.230.000
EBIT	178.641	1.087.779	2.830.000

Note: 2014 are estimated



Moving Forward - Sports Betting



BOLT

- Expansion to multiple's markets (Europe, South America and Asia)
- New product incorporation like TWO (Two Way Odds) and buy back
- Auto-Hedging engine
- Full RM and SB (using BetBuzz infrastructure)



QUALYTOR

- "Intelligent" Sport Betting Information, news and analysis and not Data provider



BETBUZZ

- Incorporation of two new revolutionary sport betting models (TWO and buy back models)
- Expansion to South America and Asia



BETSCAPE

- 100% on cloud (Hadoop)
- New languages
- Extended coverage (over 1000 competitions in all sports)
- Push technology, voting and social networking (internal)
- Coverage: world wide

Moving Forward - Factoring



FRAUD AND RISK

- Fraud and Risk Management (Facility Rating)
- Out of the box Analytics services to the Factoring industry



MARKET EXPANSION

- 20-30 installations in SaaS model over the next three years (Balkans, Middle East and Africa)
- 9-12 installations in classic license model in the next three years (Italy, Balkans and Eastern Europe)

Thank you!

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