NASDAQ OMX Baltic
CEO meets investor

BAIP GROUP
PRESENTATION

Kazimieras Tonkūnas
2014.06.03

Darius Šulnis
President of Invalda LT, AB
Director and member of the Board of INVL
Technology, AB
Chairman of the Board of BAIP group, UAB

Alvydas Banys
Chairman of the Board of Invalda LT, AB
Chairman of the Board of INVL Technology, AB
Member of the Board of BAIP group, UAB

Vytautas Plunksnis
Fund manager at Invalda LT, AB
Member of the Board of BAIP group, UAB,
NRD, UAB and Norway Registers Development
AS

Kazimieras Tonkūnas
CEO and Member of the Board of BAIP
group
Chairman of the Board of Norway
Registers Development AS and NRD,
UAB

Gytis Umantas
CEO BAIP, UAB
Member of the board of BAIP
group, UAB

MANAGEMENT
BOARD

STRUCTURE AND COMPANIES

BAIP group, UAB

- **BAIP, UAB**
  Vilnius, Lithuania

- **ACENA, UAB**
  Vilnius, Lithuania

- **NRD CS, UAB**
  Vilnius, Lithuania

- **Norway Registers Development AS**
  Oslo, Norway

- **NRD, UAB**
  Vilnius, Lithuania

- **NRD East Africa Ltd.**
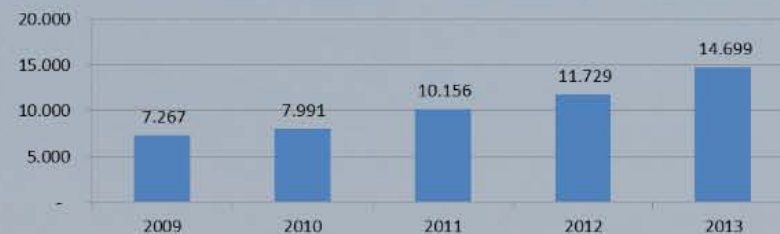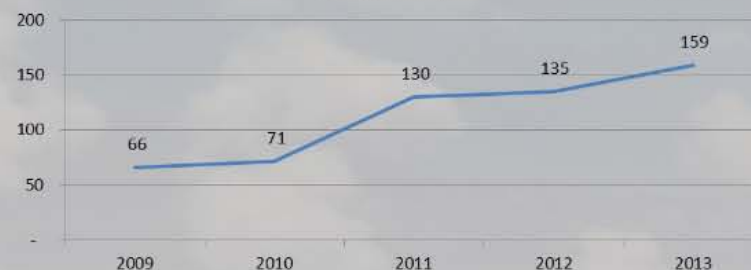 Dar es Salaam, Tanzania

FINANCIAL
INDICATORS

(thousands EUR)

Revenue (thousands EUR)

Year	Revenue
2009	7.267
2010	7.991
2011	10.156
2012	11.729
2013	14.699

Year	EBITDA	Net profit
2009	294	9
2010	475	41
2011	982	370
2012	917	134
2013	1.317	407

— EBITDA   Net profit

Number of employees (31st December)

Year	Employees
2009	66
2010	71
2011	130
2012	135
2013	159

HISTORY

1988 - 1998 Pre-history

/1988/ Joint USSR-Austrian company "Baltic Amadeus" is established

/1995/ „Baltic Amadeus" becomes a Lithuanian JSC

/1995/ Norway Registers Development AS is established

/1998/ "Norway Registers Development Baltic", UAB (now NRD, UAB) is established

2011 - 2013

/2011/ „Baltic Amadeus infrastruktūros paslaugos", UAB changes its name to BAIP, UAB

/2011/ Company group „Positor", UAB becomes BAIP group, UAB

/2011/ BAIP group acquires Norway Registers Development AS (NRD AS)

Vilnius university supercomputer

2007 Establishment

/2007/ "Positor" (now – BAIP group) is established POSITOR

/2007/ "Baltic Amadeus "spins off its infrastructure projects and services business into a separate company – "Baltic Amadeus Infrastruktūros Paslaugos ", UAB ("BAIP")

/2007/ "Positor" acquires „Baltic Amadeus infrastruktūros paslaugos", UAB

/2008/ „Positor" acquires „Acena", UAB

/ 2009 / Baltic Amadeus infrastruktūros paslaugos is presented with a title of the most progressive service-sector company in the annual „Knowledge Economics Forum" awards.

2013 - Now

/2013/ NRD AS acquires 360 Smart Consulting Limited

/2013/ 360 Smart Consulting Ltd. changes its name to Norway Registers Development East Africa Limited

/2013/ NRD CS - specialised cyber security company - is established

1988 - 1998 Pre-history

/1988/ Joint USSR-Austrian company "Baltic Amadeus" is established

/1995/ „Baltic Amadeus" becomes a Lithuanian JSC

/1995/ Norway Registers Development AS is established

/1998/ "Norway Registers Development Baltic", UAB (now NRD, UAB) is established

2007 Establishment

/2007/ "Positor" (now - BAIP group) is
established   **POSITOR**

/2007/ "Baltic Amadeus "spins off its
infrastructure projects and services business into
a separate company - "Baltic Amadeus
Infrastruktūros Paslaugos ", UAB ("BAIP")

/2007/ "Positor" acquires ,,Baltic Amadeus
infrastruktūros paslaugos", UAB   **BALTIC AMADEUS** infrastruktūros paslaugos

/2008/ ,,Positor" acquires ,,Acena", UAB

/ 2009 / Baltic Amadeus infrastruktūros paslaugos is
presented with a title of the most progressive service-sector
company in the annual ,,Knowledge Economics Forum" awards

2011 – 2013

/2011/ „Baltic Amadeus infrastruktūros paslaugos", UAB changes its name to BAIP, UAB

/2011/ Company group „Positor", UAB becomes BAIP group, UAB

/2011/ BAIP group acquires Norway Registers Development AS (NRD AS)

Vilnius university supercomputer

2013 - Now

/2013/ NRD AS acquires 360 Smart Consulting Limited

/2013/ 360 Smart Consulting Ltd. changes its name to Norway Registers Development East Africa Limited

NRD East Africa

/2013/ NRD CS - specialised cyber security company - is established

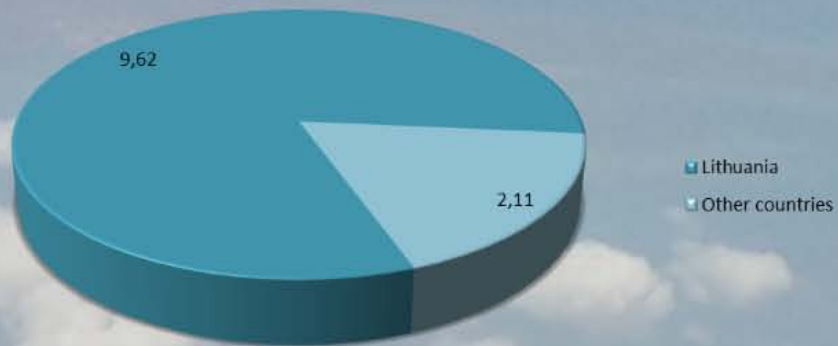NRD Cyber Security

PROJECT
GEOGRAPHY

Offices in Lithuania – Vilnius, Kaunas, Klaipėda; in Norway – Oslo; in East Africa Tanzania - Dar es Salaam

Since 1997 implemented projects in more than 50 countries in Central and Eastern Europe, East Africa and other regions.
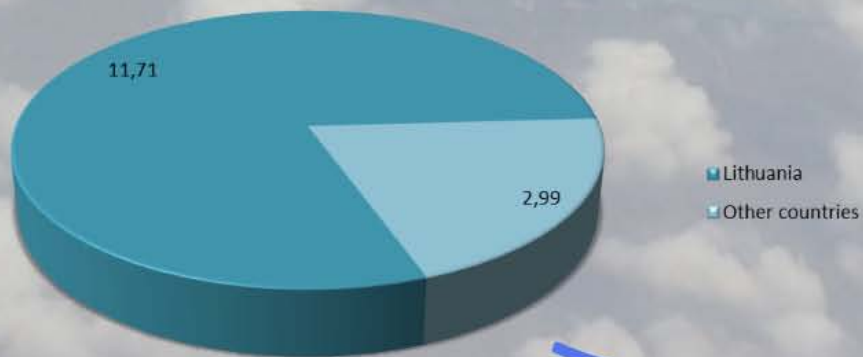
Norway
Estonia
Latvia
Russia
Ireland
Lithuania
Poland
Belarus
Croatia
Romania
Switzerland
Bulgaria
Azerbajan
Bhutan
Belize
Dominican Republic
Vietnam
Guatemala
Liberia
South Sudan
Sri Lanka
Malaysia
Kenya
Rwanda
Ecuador
Burundi
Tanzania
Solomon Islands
Zanzibar
Vanuatu
Fiji Islands
Mauritius
Mozambique
Madagascar
Australia
South Africa

2012

9,62

2,11

Lithuania
Other countries

2013

11,71

2,99

Lithuania
Other countries

BREAKDOWN OF OPERATIONS BY REGION

2013

1,60

0,65

0,22

0,15

0,14

0,05

0,06 0,06 0,06

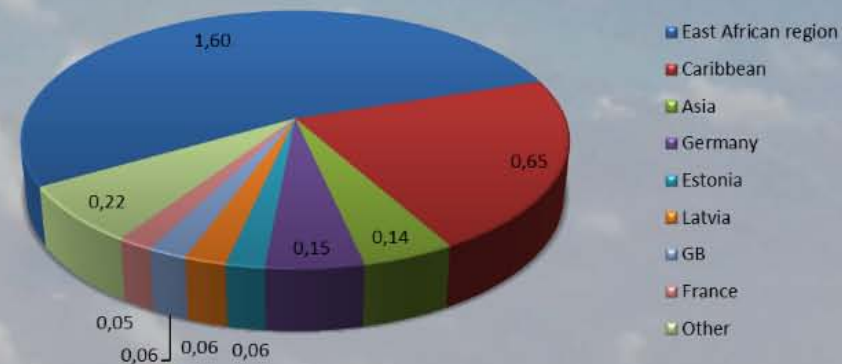East African region
Caribbean
Asia
Germany
Estonia
Latvia
GB
France
Other

INTELLECTUAL
CAPITAL

- More than 10 scientists, PhDs:

  experts in the fields of organizational psychology, intellectual capital, behavioral science and cyber security.

- Professionals are certified by international bodies.

- Publications and research papers, published in USA by ISACA.

- Norwegian Peace Corps (FK) financed employee exchange program.

- Registered and recognised brands:

RESEARCH

- ISO/IEC 20000-1:2011,
- LST EN ISO 14001:2005,
- LST EN ISO 9001:2008,
- EN ISO / IEC 27001:2006,
- PMBOK Guide (IEEE Std 1490-2003),
- Own Critical Infrastructure Maintenance Framework (CIMF) metodology,
- „The Unified Software Development Process".

SYSTEMS,
PROCESES,
METODOLOGIES

Methodology and model for identification and evaluation of Lithuanian Internet infrastructure's critical elements and their monitoring;

Framework of legal and organisational reforms and their implementation (business, property, mortgage, licences and citizen's registries);

RECOGNITION: expertise reflected in the WB Doing Business reports. NRD AS has been involved in Rwanda, which is now ranked as number 9 according to Starting a Business criteria, Liberia which has risen from 168th to 31st place, Guatemala, Vietnam and other countries.

Development of national cyber security strategies.

Participation in Cyber security incident response working groups.

NRD CIRT.

CopyPrint – managed printing services with 24/7 maintenance in the Baltic countries.

STRATEGIC ORGANIZATIONAL COMPETENCIES, PRODUCTS AND SERVICES

ASOCIATION MEMBERSHIP AND CONTRIBUTION

- Infobalt asociation;
- ISACA International;
- ISACA Lithuania Chapter;
- ISACA Tanzania Chapter;
- Council on CyberSecurity.

Vilnius university – establishment of VU DiSCC in Lithuania, EGI User Forum 2011 conference in Vilnius.

Uganda Technology and Management University – Memorandum of Understanding to produce higher impact policies. Review of the World Bank Doing Business indicators and recommendations for improvement prepared.

Kaunas university of Technology – an initiative to make KTU a center of digital forensics studies.

Programme for young businesses and scientists in East Africa.

PARTNERSHIPS AND COOPERATION WITH AADEMIA

STRUCTURE AND COMPANIES

BAIP group, UAB

BAIP, UAB
Vilnius, Lithuania

ACENA, UAB
Vilnius, Lithuania

NRD CS, UAB
Vilnius, Lithuania

Norway Registers Development AS
Oslo, Norway

NRD, UAB
Vilnius, Lithuania

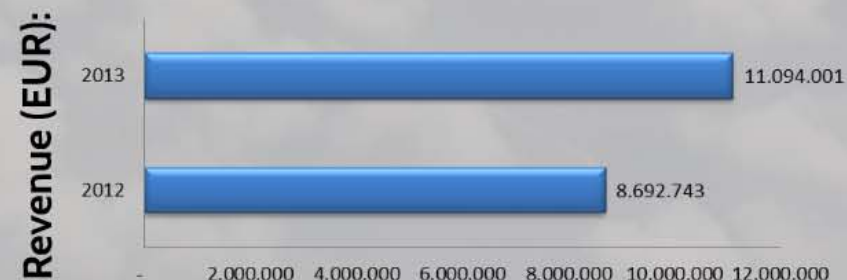### NRD East Africa Ltd.
Dar es Salaam, Tanzania

CEO – Gytis Umantas

- A part of BAIP group since 2007.

- IT infrastructure strategy and architecture, on-site critical IT infrastructure maintenance services 24x7, super computer design, assistance in complex migrations.

- Services and consultations form > 60% of activities.

- Directly operates in the Baltics and Eastern Europe. Supports BAIP group initiatives in other parts of the world.

- Clients: Central Bank of the Republic of Lithuania, Burundi Central Bank, Danske Bank A/S Lithuania Branch, SEB Bank, Maxima Group, Moki Lizingas, Lithuanian Railways, largest hospitals, universities, Prosecution Service, Ministry of National Defence, Police, Ministry of the Interior, Lithuanian National Health Insurance Fund and other largest IT users.

Critical IT infrastructure

baip

BAIP, UAB – IT INFRASTRURE COMPANY

Revenue (EUR):

Year	Revenue
2013	11.094.001
2012	8.692.743

2.000.000 4.000.000 6.000.000 8.000.000 10.000.000 12.000.000

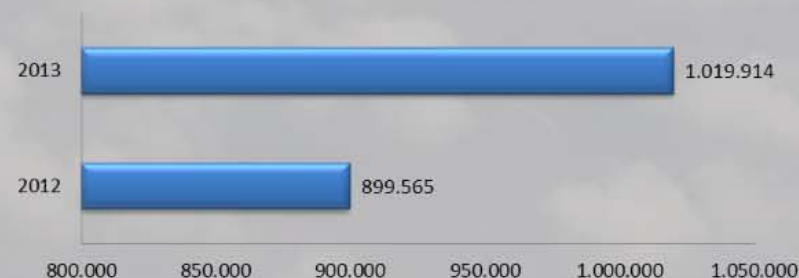![acena - PART OF baip GROUP]

CEO -
Marius Leščinskas

- A part of BAIP group since 2008.

- Provides IT infrastructure development and maintenance services based on Microsoft technologies as well as Microsoft software licensing, software asset management, collaboration and messaging solutions, cloud services.

- Annually services over 70 clients while implementing projects in the Baltic countries and Eastern Europe. Additionally, company supports BAIP group initiatives in other parts of the world.
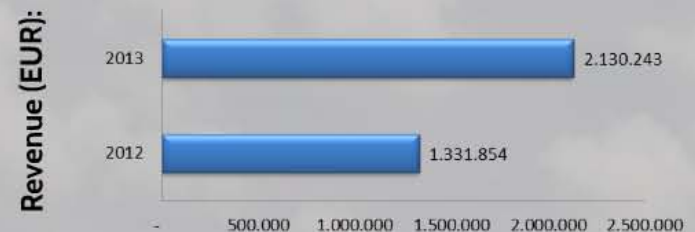
**ACENA, UAB –
SPECIALISED MICROSOFT
LICENSING AND
SOLUTIONS COMPANY**

Revenue (EUR):

Year	Revenue
2013	1.019.914
2012	899.565

800.000   850.000   900.000   950.000   1.000.000   1.050.000

Managing director – Rimantas Žylius

- Established in 1995 , a part of BAIP group since 2011.

- Represents the portfolio of BAIP group services and implements projects financed by the World Bank, the United Nations, Norwegian government organisations and other international donors.

- Legal, organisational reforms and their implementation (business, property, mortgage, licenses and citizen's registries).

- Areas of operation: Central, East and West Africa, Southeast Asia and Central America. Implemented > 140 projects in over 50 countries.

- Clients: business registration and mortgage organisations, tax inspectorates, centralised public procurement agencies, central banks, intellectual property protection organisations, courts. Clients of clients.

NRD AS - **CONSULTING** COMPANY, HELPING GOVERNMENTS AND INSTITUTIONS IMPLEMENT **BUSINESS CLIMATE IMPROVEMENT** PROJECTS

Revenue (EUR):

Year	Revenue
2013	2.130.243
2012	1.331.854

500.000   1.000.000   1.500.000   2.000.000   2.500.000

CEO NRD, UAB and Member of the Board of Norway Registers Development AS - Alvydas Arnoldas Šidlauskas

NRD §

- Incorporated in October 1998 as a daughter company of Norway Registers Development AS.

- Specializes in business, property, mortgage, licences, citizen's registry and tax information systems creation and development .

- Areas of operation: Directly operates in the Baltic countries, Eastern Europe and supports BAIP group initiatives in other parts of the world.

- Clients: State Tax Inspectorate under the Ministry of Finance, Lithuanian Central Mortgage Office, National Paying Agency, financial institutions, largest hospitals, business organisations.

UAB NRD – INFORMATION SYSTEM DESIGN AND DEVELOPMENT EXCELLENCE CENTER

Revenue (EUR):

Year	Revenue
2013	2.209.186
2012	1.907.477

1.700.000   1.900.000   2.100.000   2.300.000

CEO – Sebastian Marondo

- Established in April, 2013.

- Supports NRD AS and BAIP group operations in East Africa.

- Information security technologies value added distributor.

- Creation, development, maintenance and security of information technology infrastructure services.

- IS audits, IT management consultations and trainings.

- Based in Dar es Salaam, Tanzania and implements projects in the East African region.

NORWAY REGISTERS DEVELOPMENT AS DAUGHTER COMPANY IN EAST AFRICA

- Revenue: 2013 – 193.723 EUR

CEO –
Dr. Vilius Benetis

- BAIP spin-off in Janury 2014.

- National critical IT infrastructure security, e-crime and abuse monitoring, analytics and defence intelligence automation as well as cyber defence.

- NRD Cybersecurity Incident Response Team (CIRT) – the first commercial CIRT in Lithuania.

- Main clients:

Cyberpolice	Enterprises	CERTs	ISPs	Governments	Courts	Forensic science centers	Banks	National security and defence services

- Areas of operation: Lithuania and Europe, Caucasus region and supports BAIP group initiatives in East Africa.

NRD CS, UAB –
SPECIALIZED CYBER
SECURITY COMPANY

Expertise in information technology opens new opportunities for Burundian young peoples

I.S.G.I

IT professionals from Lithuania and Norway, EU visit the ISGI. University On Tuesday, the representatives of the Lithuanian and Norwegian IT companies BAIP Group, UAB and "Norway Registers Development" AS, Gytis Umantas, Au... ... ... er ... ... paid the ... ... of the ISGI. University.

A...tas G... ... ... IT services and service management, IT security, system development and overall tendencies in the market. "The goal of today's lecture is to share my experience and motivate the students ... ...

BAIP Group and its member NRD AS have been actively expanding into East and Central Africa. It has implemented projects in Rwanda, Liberia and other African countries. The scope of business in the market includes end-to-end critical IT infrastructure services and implementation of IS
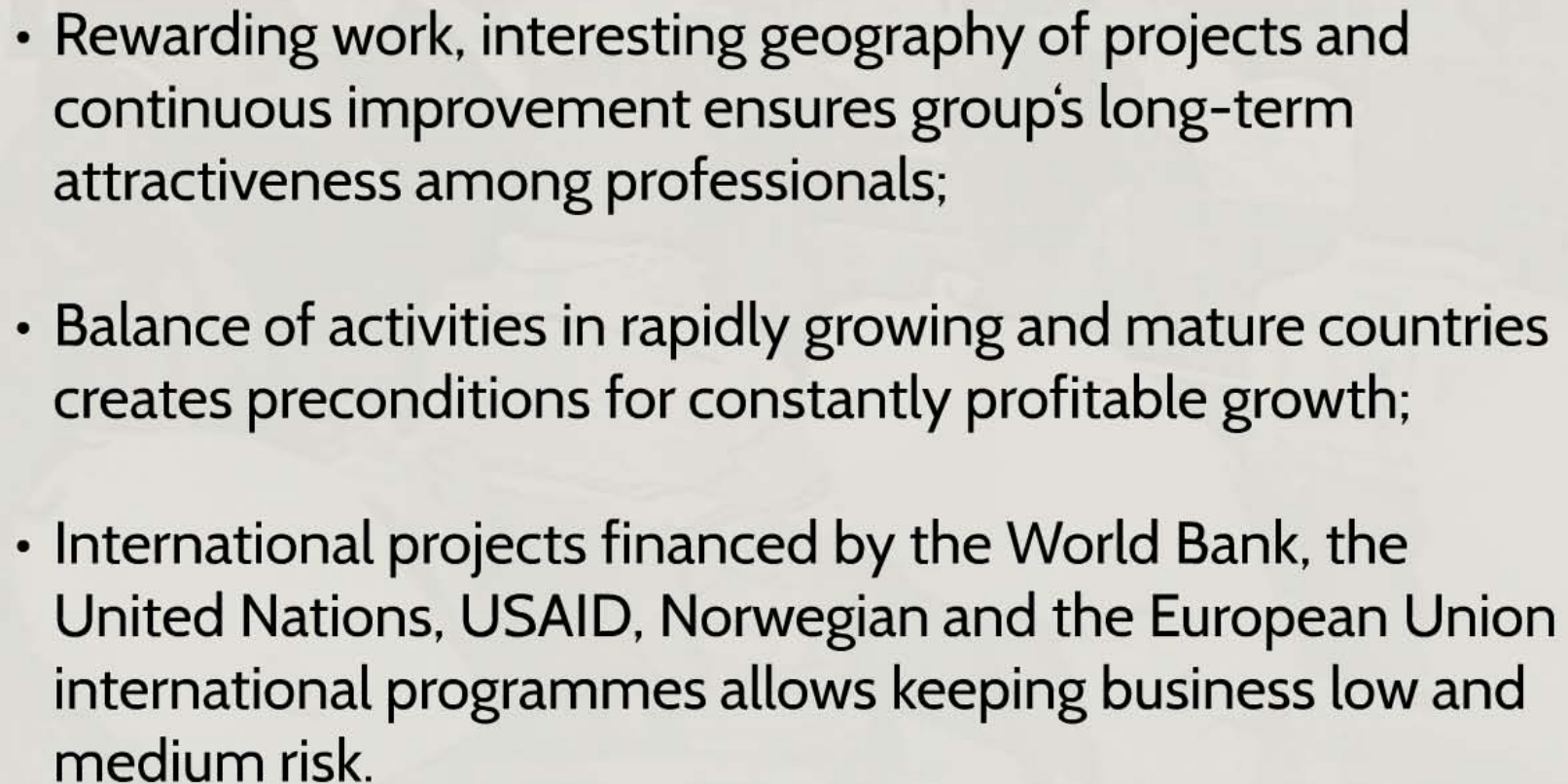
- Rewarding work, interesting geography of projects and continuous improvement ensures group's long-term attractiveness among professionals;

- Balance of activities in rapidly growing and mature countries creates preconditions for constantly profitable growth;

- International projects financed by the World Bank, the United Nations, USAID, Norwegian and the European Union international programmes allows keeping business low and medium risk.

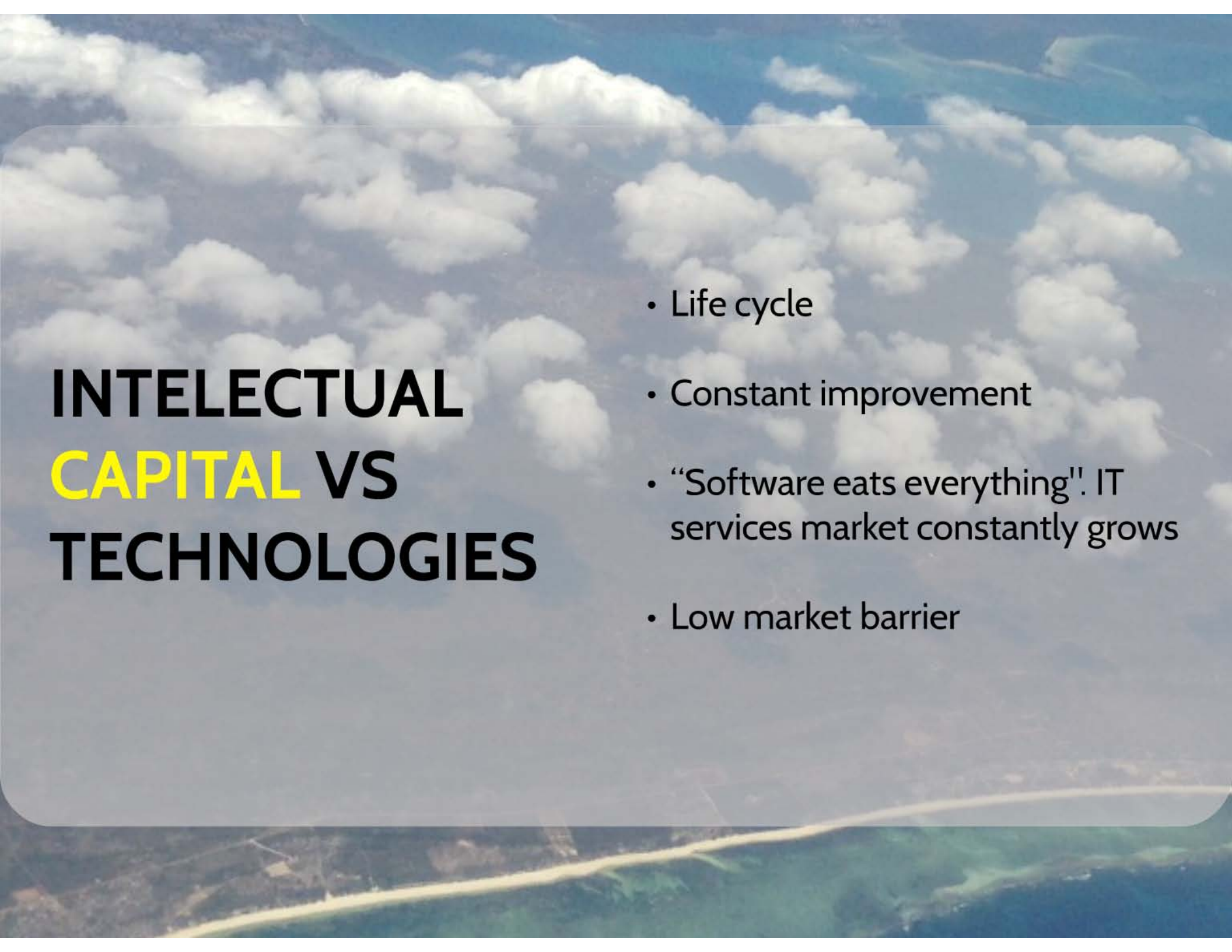MICROINFROM Burundi is a IT Company specialized in:

- Support Network,
- Support outsourcing,
- Office automation

- Rewarding work, interesting geography of projects and continuous improvement ensures group's long-term attractiveness among professionals;

- Balance of activities in rapidly growing and mature countries creates preconditions for constantly profitable growth;

- International projects financed by the World Bank, the United Nations, USAID, Norwegian and the European Union international programmes allows keeping business low and medium risk.

MICROINFROM Burundi is a IT Company specialized in:

FURTHER DEVELOPMENT

Strengthen excellence centers in Lithuania

Develop excellence center for East Africa
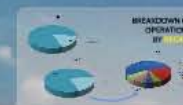
Develop business in Southeast Asia

INTELLECTUAL CAPITAL VS TECHNOLOGIES

- Life cycle

- Constant improvement

- "Software eats everything". IT services market constantly grows

- Low market barrier

THANK YOU.
QUESTIONS?

www.baipgroup.lt