

Customer presentation

How Noventiq can help you achieve more
with digital technologies



Global leader in Digital Transformation & Cyber Security

At the centre of Digital Transformation (DX)

100s

Of vendor relationships, covering all aspects of DX

c.75k

B2B customers to draw DX experience from

Full suite

of DX solutions for any organisation

R&D

Producing complementary products

International presence with a focus on emerging markets

c.60

countries of operation

London

headquartered global organisation, incorporated in Cyprus, listed on the LSE

>25

years of experience in the IT market

14

delivery centres, serving customers 24/7 in 13 languages

Our key differentiator is a combination of scale, capabilities & offerings

\$1.1b

FY2021 turnover

All buying methods

supported by our systems and organisation

3.9k

Employees delivering value to customers

11

Acquisitions* since 2016 to expand capabilities and align with customer needs

We help organisations transform and operate efficiently and securely in an increasingly digital economy

Businesses

We help develop and implement digital transformation scenarios to grow and accelerate revenue, increase profits, as well as enabling new business models and ensuring their overall resilience

Governments

We support a number of governments in their digital transformation, so that better outcomes can be delivered to citizens and other stakeholders

Societies

With the help of digital technologies, we help societies to develop faster and foster more equality. Technology means opportunity. We further diversity & inclusion

Employees

Our relationship is built on partnering with our employees to share in our success. We offer opportunities for development, well-paid jobs, and immersion in the latest digital technologies

Our values: what you can expect from us

1. Leadership

We strive to be No.1 in the key lines of our business. We take full responsibility for our promises and actions

2. Customer focus

We create business value for our customers. We are focused on understanding and solving their issues, and helping them with the next step in their digital transformation

3. Teamwork

The team's success is everyone's success. We are one global team, and we offer our employees long-term partnership

4. Innovation

We know and anticipate market trends. We make substantial investments in cutting-edge technologies and innovative solutions. We make sure that we get the most value from technology

5. Responsible business

We support the sustainable use of the environment and development of societies. We observe laws and business ethics. We respect the traditions of every country where we operate. We are passionate about and committed to maintaining high ESG standards



We deliver actual digital transformation – not just tech

Technology Megatrends & Components



100s Vendor Partners

Connected by Noventiq solutions & services with

c.75,000 Customers



- New business and consumption models
- New technologies and offerings
- The need to understand customer requirements
- The need to support the installed base
- The need to go the final mile







Software & Cloud Hardware Services

Sales, Support, Implementation, Training,
Marketing, Payments, Compliance,
Technical & Business Expertise,
Engineering & Talent, R&D,
Systems Integration

Digital Platform



- Digitally transform at scale
- Bring new solutions into the existing landscape
- Streamline procurement & processes
- Secure enterprises & ensure compliance
- Access talent

With a complete solutions & services portfolio

Full solutions provider



Software & Cloud



Hardware

- Broad offering
- Major established international vendors & innovative vendors from different countries and regions
- Advanced statuses with vendors
- Specialists in licensing, consumption and transformation
- Delivered as a single procurement, subscription or as-a-Service

Comprehensive service portfolio



Hybrid Infrastructure



Next-Gen Focus



Cyber security



Multi-cloud Services



Future Workplace

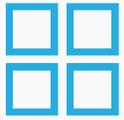


Customisation Services

- Global, secure and effective
- Covering infrastructure, applications and data
- Supporting all stages of implementation

Digital Platform underpins customer interactions and delivers a differentiated customer experience

The key components of DX



Microsoft Solutions



Multi-cloud Solutions & Services



Software



Cyber security



Digital Solutions



Modern Hybrid Infrastructure



Technical Support and Outsourcing



Premier Services



Learning and Certification



Asset Management, DITO



Future Workplace



Business Solutions: CRM, ERP, BI, Workflow

Purposeful innovation for vertical use cases



CAD/CAM



IoT & Operational Technology



RPA



Big Data & AI



Corporate Mobility



E-commerce & industry specific SW

Noventiq is a leading Microsoft partner

Microsoft is the world's most strategic technology vendor for the digital transformation of enterprises. For Noventiq, Microsoft is the foundation of the majority of our solutions

700+

Microsoft
Certified
Professionals



Microsoft Partner

Azure
Expert
MSP

Member of
Microsoft Intelligent
Security Association


Time-proven and successful



25+

Years of
collaboration



One of 10

Microsoft globally
managed partners
worldwide



Best licensing practices

LSP status in 34 countries
CSP since launch (T1 and T2)
SPLA reseller for 8 years

In a number of countries, we are the only **Azure Expert Managed Service Provider**

Microsoft Advanced Specializations:

- Windows Server and SQL Server Migration to Microsoft Azure
- Adoption and Change Management
- Kubernetes on Microsoft Azure
- Linux and Open-Source Database Migration to Azure
- Microsoft Windows Virtual Desktop
- Cloud Security
- Identity and Access Management
- Information Protection and Governance
- Threat Protection
- Azure Virtual Desktop Advance Specialization

Microsoft Partner of the Year 2020, 2021



Bulgaria



Cambodia x2



Malaysia



Vietnam x2

- Security Partner of the Year 2021 Malaysia
- Modern Work Partner of The Year 2021 Malaysia
- Security Partner of the Year 2021 Cambodia
- Security Partner of The Year 2021 Myanmar
- Security Excellence Award Philippines
- Modern Work Partner of The Year 2021 Cambodia
- Winner of 2021 Microsoft India's Cloud Champions programme

We attract the best talent to deliver more value for customers

Customer-first DNA & technology delivery & SW engineering capability...

As of March 31, 2022

3.9k
Employees¹

including

0.7k

&

2.5k

sales & marketing force bringing our solutions to customers

engineers, developers and other IT specialists

Highly-motivated and talented teams

We bring talent from emerging markets and beyond with our advanced Long-Term Employee Partnership Programme:

Announced Jan 2022

- **Comprehensive - 100% of employees** to be issued share options, including those coming from acquired companies
- **Fair - tenure and term dependent:** employees will receive options worth up to 45% of their annual salary each year at the Board's discretion, when the share price reaches certain growth targets
- **Generous - in addition to employees' regular income:** building a unique, long-term employee-company partnership thanks to each grant vesting over five years, and ...
- ... allowing employees to spend up to 15% of their annual income on acquiring shares at a 15% discount within **Employee Share Purchase Programme**



84%

Employee Engagement Index³



Recommend to a friend³

Why Noventiq? Six reasons

- 1** Recognised by customers, vendors, and market experts as a reliable, proficient and highly-qualified **Digital Transformation & cyber security market leader** with 25+ years of experience
- 2** **One point-of-contact for all IT needs** to solve all technology problems, to build multi-vendor solutions & receive support, and to ensure success in even the most complex transformation projects
- 3** Always on hand. **We know what to do next and we can.** We speak your language in almost 60 countries and in almost 50 cities
- 4** **Our own platforms, innovation, knowledge & experience** available to customers to accelerate their Digital Transformation
- 5** Our advanced vendor relationships translate into tangible **business value during transformation**
- 6** The **best talent in the industry,** thanks to our unique long-term employee-partnership approach

Team up with Noventiq in your market for any of your IT, digital transformation or cyber security needs

- Do you have a plan for your digital transformation? Do you know what to do next? We can help with both
- Browse <https://noventiq.com> for solutions and use cases, if you know what you're looking for – or just give us a call
- Use our website to find your nearest office <https://noventiq.com/about/offices-worldwide>
- Call or email us in your market to get advice, ideas, or proposals
- You can also get in touch with our London HQ by writing to hq@noventiq.com



Thank you!

WWW.NOVENTIQ.COM

