



IT SERVICES – EASTERN EUROPE

Earnings Calls Synopsis – Results for Q2 2018

September 2018

ABOUT 7 MILE ADVISORS

7 Mile Advisors is a partner-led middle-market investment banking firm providing strategic M&A, private capital transactions, and market insight for business owners, corporations, and private equity firms.

The 7MA team has completed over 120 transactions in the IT Services sector – providing pragmatic advice, sector expertise and innovative processes to help clients adeptly navigate the decision tree. Our high-touch processes with senior-led deal teams is the cornerstone of the 7MA process.

Select Recent Transactions

 ARROW DIGITAL Arrow Digital ACQUIRED BY Softvision 	 MBI Solutions LLC MBI Solutions, LLC ACQUIRED BY ESW Capital, LLC. ESW CAPITAL	 UNIGUEST Uniguest HAS ACQUIRED ONELAN 	 Element Solutions Element Solutions, Inc. ACQUIRED BY Hinduja Global Solutions 	 southport Southport Services Group, LLC ACQUIRED BY Perficient, Inc 	 sonoma PARTNERS Sonoma Partners ACQUIRED BY Ernst & Young LLP 
 dropelics Propelics Inc. ACQUIRED BY Anexinet Corp. 	 next IT Next IT Corporation and its affiliate Next IT Innovation Labs, LLC ACQUIRED BY Verint® Systems Inc. 	 TRIANZ Trianz, Inc. HAS ACQUIRED Chicago Business Intelligence Group, Inc. 	 wlg white light group WhiteLight Group LLC ACQUIRED BY Venture Technologies, Inc. 	 GGA GGA Software Services GGA Software Services, LLC ACQUIRED BY EPAM Systems, Inc 	 ns Netsoft USA, Inc. ACQUIRED BY EPAM Systems, Inc 

SUMMARY

We are pleased to present our review and synopsis of results and earnings call commentary for Q2 2018. This summary includes the most recent financial results for key publicly traded companies in the IT Services sector (mix of buyers in Managed Services, Software Development, Cloud Services, Enterprise Resource Planning, IT Services, and IT Consulting among other service offerings in the Eastern European technology market) for the period April–June 2018.

M&A Indicators:

- + CEE market provides adequate investment opportunity which is promoted by private equity.
- + Positive macroeconomic outlook will likely support CEE dealflow for the rest of 2018.

Technology Trends to Watch

- + [Robotic Process Automation](#) – Romanian robotic form-scanning software company UiPath (an earlier investment of Kiska's Credo Ventures) announced it had raised \$30m in fresh venture funding, marking one of the largest early-stage tech investments to date in central Europe.
- + [Blockchains](#) – Poland banking sector has boosted the FinTech revolution. [Alior Bank](#) recently launched their document repository based on blockchain technology.

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Summary

7MA Deal Spotlight

Eastern Europe IT
Investors with Global
Footprint

Top Eastern European
Private Companies

Players in the Industry

7MA DEAL SPOTLIGHT

Arrow Digital Acquired By Softvision

Custom Software Development, RPA, IT Consulting



- Softvision acquired Arrow Digital, a West Palm Beach-based digital consulting firm. Softvision will add West Palm Beach, Florida; Dallas, Texas; L'viv, Ukraine; and Ahmedabad, India to Softvision's growing network of 23 studios.
- This acquisition marks 7 Mile Advisors' second successful transaction in the Custom Software and IT Consulting space in the past month.
- The acquisition strengthens Softvision's RPA expertise for the Financial Services industry.

GGA Software Acquired By EPAM Systems

Software Engineering, Product Development, Life Sciences, Cheminformatics, Eastern Europe Delivery



- EPAM Systems, a leading provider of complex software engineering solutions and a leader in central and Eastern European IT service delivery, completed the acquisition of GGA Software Services, a U.S.-based scientific informatics services provider.
- 7 Mile Advisors served as the exclusive sell-side advisor to GGA Software Services.
- This acquisition is a strategic move by the EPAM to strengthen its life sciences and healthcare industry verticals.
















Netsoft USA Acquired By EPAM Systems

Insurance, Custom Application Development, Eastern Europe Delivery



- EPAM Systems completed the acquisition of substantially all of the assets of Netsoft USA, a strategic technology and design firm that specializes in the healthcare and health insurance industries.
- 7 Mile Advisors was the exclusive sell-side advisor to Netsoft.
- This acquisition advances EPAM's strategy to expand its leading position in the outsourced application development market. Netsoft has operations in New York City, NY and a delivery center in Eastern Europe.

EASTERN EUROPEAN INVESTORS WITH IT SERVICES FOOTPRINTS ABROAD

INVESTORS	INVESTMENTS / PORTFOLIOS
	   
	  
	  
	

SELECTED EASTERN EUROPEAN PRIVATE IT COMPANIES

GLOBAL OVERVIEW

Top IT Services & Outsourcing Countries

Eastern Europe:

- Ukraine
- Belarus
- Russia
- Poland
- Czech Republic
- Romania
- Hungary
- Estonia
- Slovakia
- Bulgaria
- Latvia



TRANSACTIONAL OVERVIEW

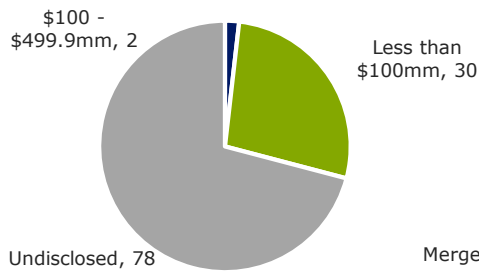
Highlights

7 Mile Advisors tracked 212 M&A and Private Placement transactions in IT services and Software sectors in Eastern Europe for a total deal value of \$637m during the last twelve months ending September 2018.

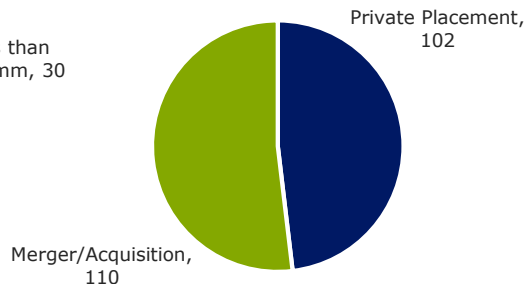
Most Active Targeted Countries / M&A and PPs by Number of Transactions of Targets' HQs

Country	Number Of Transactions
Poland	60
Russia	56
Romania	15
Czech Republic	14
Bulgaria	12
Estonia	12
Hungary	11
Latvia	5

Number of Deals by Transaction Ranges



Number of Transactions by Type



Most Active Buyers/Investors by Number of Transactions

Company Name	Number Of Transactions
Internet Initiatives Development Fund	8
PlayWay S.A. (WSE:PLW)	6
Starta Capital	6
Techcelerator	5
Kvarko Sp. z o	3
3TS Capital Partners Ltd.	2
Berkeley Skydeck Fund	2
BT Investments S.R.L.	2
Change Ventures	2
Credo Ventures	2

Most Active Buyers/Investors by Total Transaction Size

Company Name	Total Transaction Size (\$mm)
Public Joint-Stock Company Mobile TeleSystems (NYSE:MBT)	141.81
Eagle Eschborn GmbH	134.67
Nets A/S	84.68
Qumak S.A. (WSE:QMK)	61.86
Inventure Oy	39.42
Samsung Venture Investment Corporation	38.62
Prime Ventures	38.62
Cisco Investments	38.62
Robert Bosch Venture Capital GmbH	38.62
Day One Capital Kockazati Tokealap-kezelo Zrt.	38.62

Company Overview

SoftServe, Inc. provides software product and application development, testing, and technology consulting services to independent software vendors and software-enabled enterprises in the United States and internationally. It offers Software as a Service (SaaS)/cloud, mobile, UX, security, and big data analytics solutions for vertical markets such as healthcare, retail, and technology. The company was founded in 1993 and is headquartered in Austin, Texas with sales offices in Fort Myers, Florida; Lehi, Utah; Newport Beach, California; Waltham, Massachusetts; London, United Kingdom; Frankfurt am Main, Germany; Amsterdam, the Netherlands; and Stockholm, Sweden. It also has development centers across Poland, Bulgaria, and Ukraine.

EU HQ Location: L'viv, Ukraine | Founded: 1993 | Employees: 5,297

Clients





Technology Partners







Recent News & Relevant Transactions

- [SoftServe completed the acquisition of Coders Center](#) to advance enterprise platform expertise. The acquisition expands SoftServe's digital solutions offerings and consulting services along with software development capabilities.
- [SoftServe and Adjoint, a developer of distributed ledger technology, partner](#) to accelerate automation through smart contracts and improve transactional privacy and security through blockchain in the financial and commodities industries.

Company Overview

Softline Group engages in software licensing and provision of IT services to customers in various industries worldwide. The company distributes software solutions of various software developers, as well as offering software training and consulting services. It also provides a range of IT and infrastructure services, including IT infrastructure auditing, software and hardware selection, IT specialists and office staff training, technical support and outsourcing, and software assets management, as well as the implementation of software solutions in the areas of Microsoft solutions, information security, virtualization, Linux solutions, CRM and ERP solutions, and business analytics. In addition, the company offers cloud services for solving various IT tasks, such as teamwork implementation, communication system organization, video conferencing, corporate mailing, and protection of corporate mail from spam and malware; a cloud multivendor platform for placement, accounting, and sale of software-as-a-service solutions; and web hosting services.

HQ Location: Moscow, Russia | Founded: 1993 | Employees: 1,831

Clients



Technology Partners



Recent News & Relevant Transactions

- [Softline Group completed the acquisition of a 10% stake in Crayon Group Holding ASA \(OB:CRAYON\)](#) during the week ended May 25, 2018.
- [Softline IT Company completed the acquisition of controlling stake in Infosecurity Group](#), service provider of information security, system integration and consulting services, on February 12, 2018.

Company Overview

IBA Group a.s. provides information technology (IT) services in Czech Republic and internationally. The company offers IBA Payment System that provides a range of retail banking services; payment solutions, including an automated fare collection system, payment terminals, ticket terminals, currency exchange machines, and mobile payment systems; SAP Enterprise Mobility Solution which can be integrated into an existing information system, providing for remote work with corporate data; EDM/PLM/HR learning solutions; IBA cloud solution that provides a reliable network, computing, and disk architecture for cloud computing with backup and related software; and IBA Asset Walker for the automated monitoring and management of enterprise assets using mobile devices. The company provides cloud computing, as well as other CAMSS technologies (cloud, analytics, enterprise mobility, social media, and security) to provide end-to-end business transformation services.

HQ Location: Prague, Czech Republic | Founded: 1993 | Employees: 994

Clients



Technology Partners



Recent News & Relevant Transactions

- [IBA Group Wins European IT & Software Excellence Award 2018](#), a leading pan-European contest for resellers, ISVs, Solution Providers and Systems Integrators and their vendor and distributor partners.
- [IBA Group Partners with WorkFusion on Scalable Smart Applications](#) for email processing in the development of Robotic Process Automation (RPA) solutions for customer support centers.

PLAYERS IN THE INDUSTRY

IT SERVICES – EASTERN EUROPE OVERVIEW

The Eastern Europe technology sector has been active in terms of M&A activity for some time and is one of the most attractive sectors to conduct deals in 2018. Eastern Europe has also become an emerging destination for IT outsourcing in the global technology community. Evidently, U.S. companies like EPAM Systems, Accenture, Luxoft, and IBM have shown increasing interest in the region.

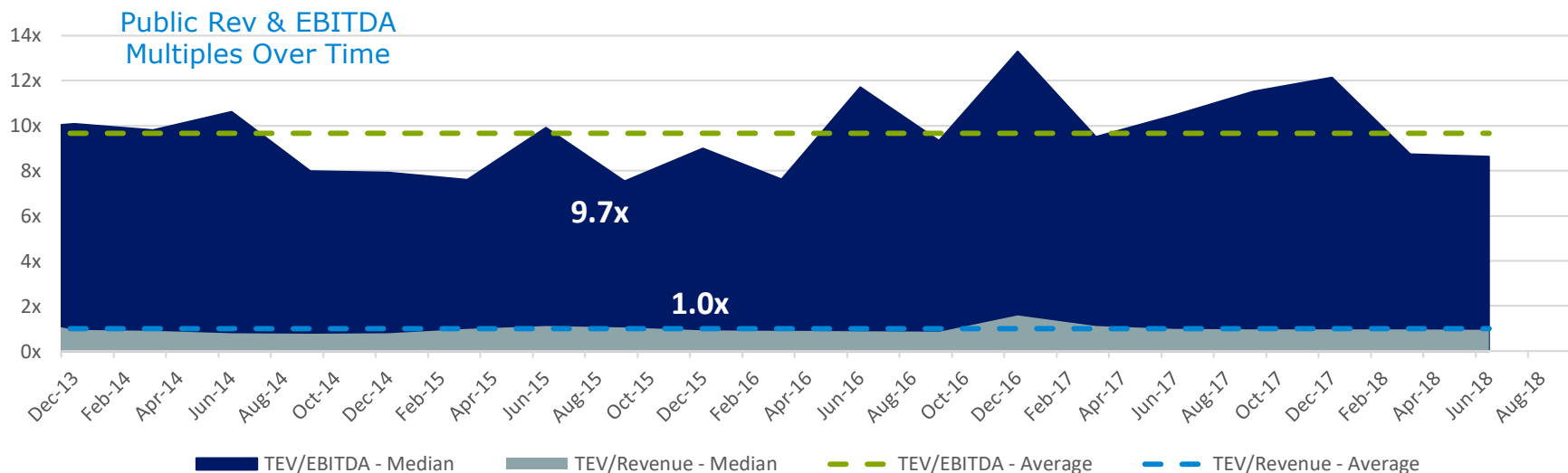
The rising levels of interest from private equity in central and Eastern Europe have been significant in steadily growing M&A across the region in recent years. As such, it is expected to remain a key stimulus for further activity. Private equity buyouts have been the key driver in 2018 with over €1b already invested into the region this year.

The Eastern Europe region has become a number one choice for many global companies looking for a software development partner due to its solid talent pool, technological excellence and great price-quality ratio. Countries like Ukraine, Poland, Hungary, Belarus, and Romania have already defined IT as a major catalyst for their sustainable growth and technological advancement. Eastern Europe remains one of the most vibrant software development destinations due to constant growth and development of its IT sector and high level of digital technologies adoption.



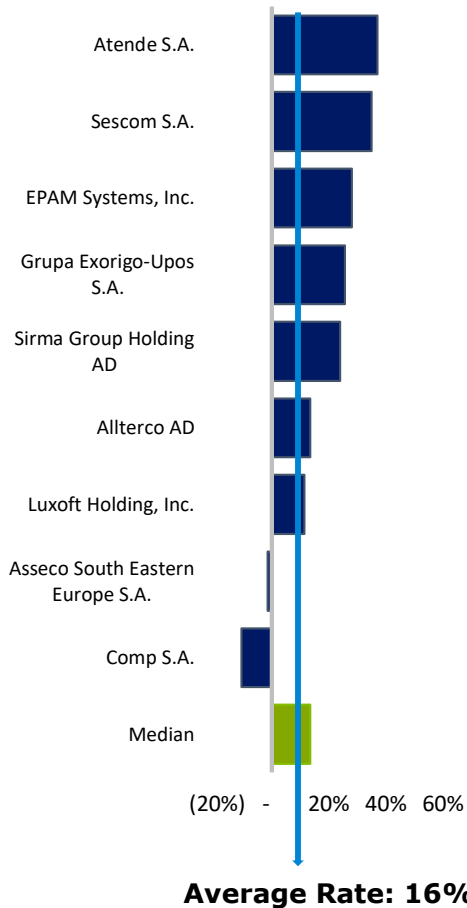
PUBLIC BASKET AND VALUATION TRENDS

Company	TEV \$m	LTM Rev \$m	Rev Growth YoY	GP %	EBITDA %	TEV / Rev X	TEV / EBITDA X	# FTEs	Rev / FTE \$k
Sescom S.A.	18	33	35%	22%	11%	0.5	4.9	-	NA
Allterco AD	20	24	13%	28%	8%	0.8	10.9	-	NA
Grupa Exorigo-Upos S.A.	25	39	26%	21%	9%	0.6	7.2	-	NA
Atende S.A.	35	89	37%	26%	8%	0.4	5.3	-	NA
Sirma Group Holding AD	49	35	24%	64%	28%	1.4	5.0	-	NA
ATM S.A.	96	-	0%	0%	0%	0.0	0.0	-	NA
Comp S.A.	136	154	-11%	28%	8%	1.0	12.4	-	NA
Asseco South Eastern Europe S.A.	144	156	-1%	25%	18%	0.9	5.2	-	NA
Luxoft Holding, Inc.	1,454	910	11%	37%	11%	1.6	14.4	12,898	71
EPAM Systems, Inc.	6,988	1,647	28%	36%	15%	4.2	28.6	25,962	63
Average	897	309	16%	29%	11%	1.2	9.4	3,886	67
Median	73	64	19%	27%	10%	0.9	6.2	-	67

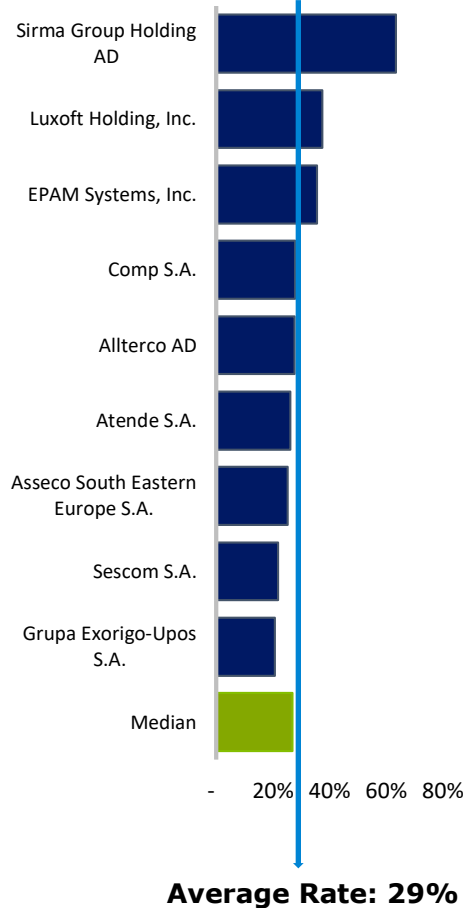


OPERATIONAL METRICS

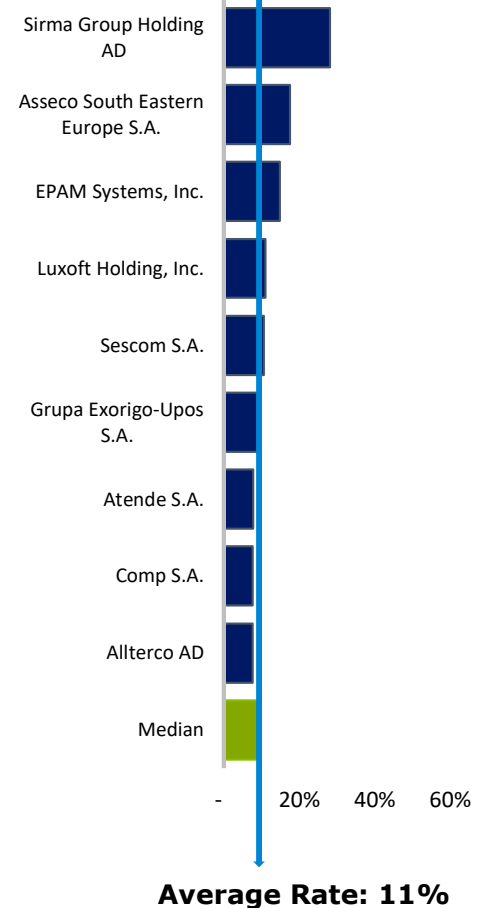
LTM Revenue Growth %



LTM Gross Profit Margin %



LTM EBITDA %

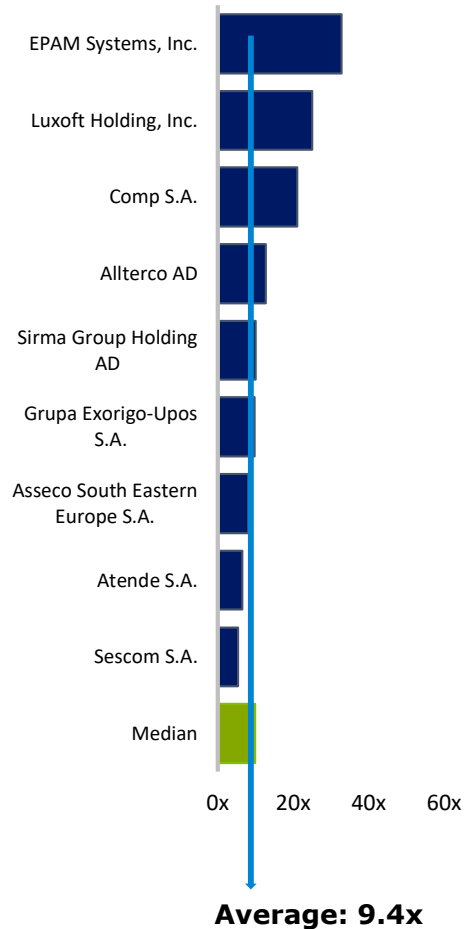


VALUATION

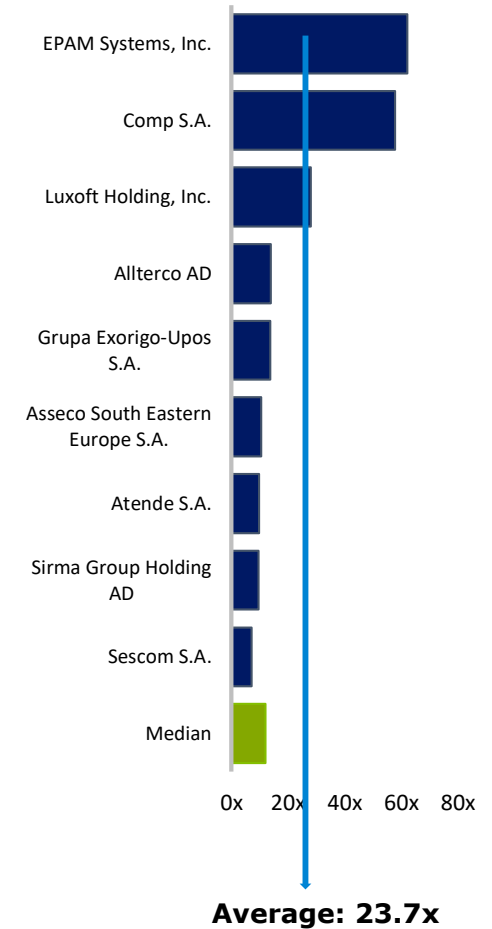
TEV / LTM Revenue



TEV / LTM EBITDA



Price / LTM Earnings





Commentary

"As companies accelerate digital initiatives by applying new advances in Intelligent Automation, Blockchain, Artificial Intelligence and IoT, we are well-positioned to deliver disruptive solutions..."— Arkadiy Dobkin, President & CEO

Highlights

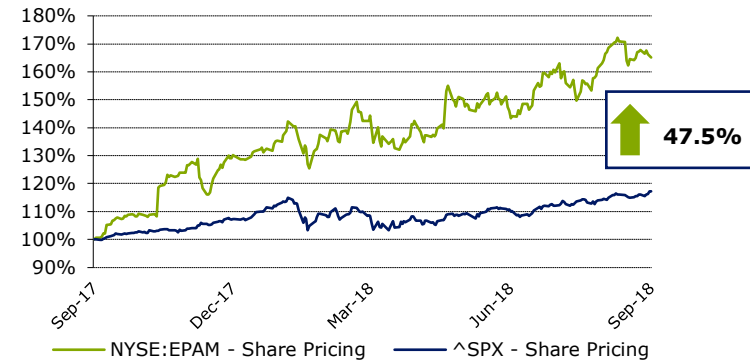
For the quarter ended June 30, 2018:

- EPAM had broad-based growth across its industry verticals in the second quarter. The drivers of growth remain consistent in the industries EPAM serves, which include the themes of digital transformation, an increased focus on customer engagement, product development and driving the efficiencies and deeper insights through artificial intelligence, machine learning and analytics.
- RPA technology projects have evolved into more complex and sizable intelligent automation engagements across several EPAM industries.
- EPAM expanded its operations in Hyderabad with the opening of a new digital engineering center. This facility is designed to enable advanced technical training, R&D, and full-cycle customer programs ranging from commercial product development to digital platforms and innovative experimentation.
- As EPAM continues to grow, it is also investing in existing and new locations within the European Union, across central and Eastern Europe and across other regions of APAC.

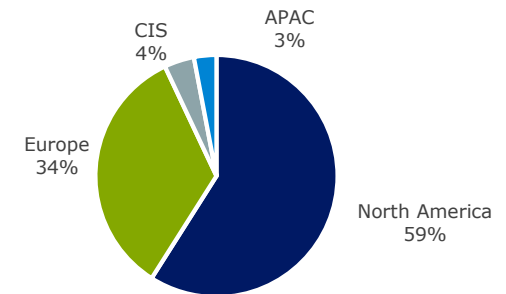
News

- [EPAM Expands Its Partnership with Google as an Advanced Solutions Lab System Integrator Partner.](#)
- [EPAM's InfoNgen™ Debuts with Highest Score Possible in Seven Criteria in AI-Based Text Analytics Platforms Report by Independent Research Firm.](#)

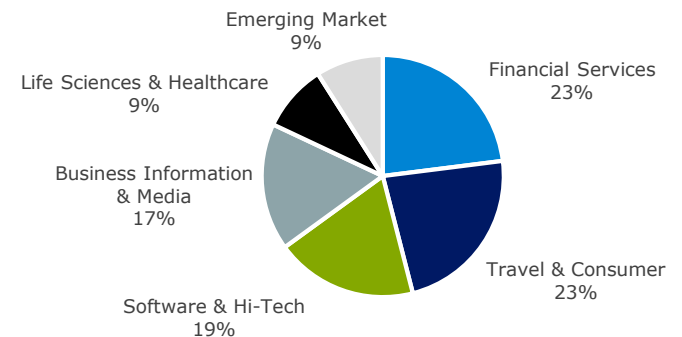
Market Performance (LTM)



Revenue by Geography



Revenue by Segment



Source: PR, CapitalIQ, Presentation and Earnings Call Transcript

Commentary

"We continue to invest in disruptive technologies that will enhance our market position and allow us to provide greater value to our clients."—
Dmitry A. Loshchinin, CEO, President & Director

Highlights

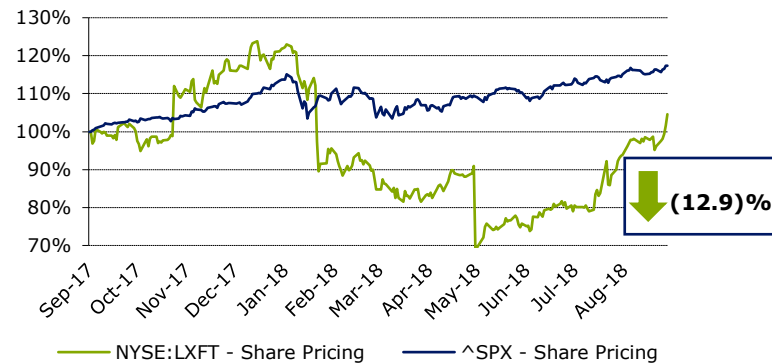
For the quarter ended June 30, 2018:

- Luxoft's Financial Services business continues to grow despite the challenges at Deutsche Bank. Growth in this market is driven by success across Tier 1 and Tier 2 institutions as well as ongoing demand for solutions in simplification of cloud and AI adoption. Luxoft also sees new business in response to the evolving regulatory agenda in the U.K., particularly with Brexit and the open banking regulations – these changes are driving consistent demand for data-related technologies, including big data.
- The company also continued to grow its Murex business and recently played an integral role in a leading European multinational bank's migration to Murex. In addition, Luxoft secured two new strategic contracts for large-scale implementation. Luxoft believes forward demands will be driven by ongoing pressure to improve profitability, continued regulatory reforms and adoption of new technologies. The company is well positioned with a strong team to meet these trends and has a strong pipeline for the remaining of this fiscal year.
- Luxoft's Automotive business has been an area of strategic emphasis over the last several years and represents 21% of its revenues. The company have been able to grow that business rapidly, given its strong offerings, and establish OEM partnerships.

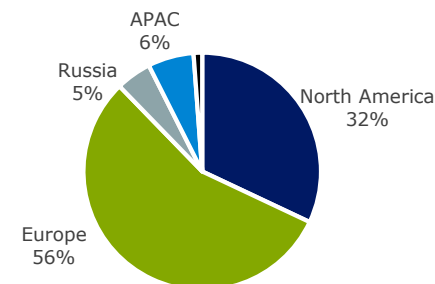
News

- [Luxoft Holding, Inc. completed the acquisition of Objective Software GmbH](#), autonomous drive and connected mobility specialist, from its shareholders on August 7, 2018.
- [Luxoft Holding, Inc. completed the acquisition of Smashing Ideas, Inc.](#) from Penguin Random House LLC on June 18, 2018.

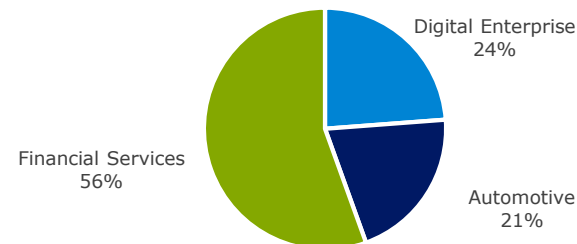
Market Performance (LTM)



Revenue by Geography



Revenue by Segment



Source: PR, CapitalIQ, Presentation and Earnings Call Transcript

FINANCIAL TRENDS

Company Name	Revenue (\$M)					Revenue YOY% change				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Sirma Group Holding AD	9.5	7.9	8.8	9.1	6.7	38.0%	19.8%	9.2%	31.4%	47.7%
Comarch S.A.	88.6	79.6	100.9	71.5	67.9	32.0%	6.4%	-5.8%	16.3%	-8.0%
*Luxoft Holding, Inc.	212.8	232.9	236.6	228.0	209.2	1.7%	14.1%	14.3%	16.1%	17.5%
EPAM Systems, Inc.	445.6	424.1	399.3	377.5	349.0	27.7%	30.6%	27.4%	26.6%	23.0%
Grupa Exorigo-Upos S.A.	8.5	11.2	13.2	7.8	7.5	15.4%	54.2%	22.0%	14.0%	11.9%
Sescom S.A.	10.0	8.2	8.3	8.1	6.2	63.8%	38.8%	22.0%	17.8%	45.2%
Allterco AD	5.1	6.0	5.9	7.3	5.2	-3.7%	12.6%	5.3%	40.8%	17.3%

* Values represent Luxoft's Q1 2019 fiscal year results ended June 30, 2018.

Source: CapitalIQ, as of September 2018

FINANCIAL TRENDS

Company Name	GM%					EBITDA%				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Sirma Group Holding AD	69.1%	54.8%	86.3%	50.8%	54.9%	11.7%	17.0%	31.5%	26.5%	11.9%
Comarch S.A.	25.9%	20.8%	34.6%	22.2%	20.4%	16.5%	6.2%	12.8%	8.4%	10.4%
*Luxoft Holding, Inc.	35.4%	36.2%	39.0%	38.9%	35.2%	8.8%	9.8%	12.2%	13.4%	7.4%
EPAM Systems, Inc.	35.1%	34.5%	36.4%	36.6%	36.9%	14.2%	13.4%	15.0%	15.0%	13.7%
Grupa Exorigo-Upos S.A.	21.2%	21.7%	17.3%	25.3%	24.2%	7.0%	9.6%	10.6%	6.3%	7.7%
Sescom S.A.	22.9%	22.3%	19.4%	21.9%	13.9%	13.9%	7.4%	9.4%	11.1%	7.4%
Allterco AD	-29.2%	75.4%	-122.4%	150.0%	-13.9%	4.5%	-2.0%	16.8%	10.4%	5.1%

* Values represent Luxoft's Q1 2019 fiscal year results ended June 30, 2018.

Source: CapitalIQ, as of September 2018

FINANCIAL TRENDS

Company Name	EPS				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Sirma Group Holding AD	0.01	0.01	0.03	0.01	(0.00)
Comarch S.A.	0.35	(0.23)	1.23	(0.12)	0.29
*Luxoft Holding, Inc.	0.14	0.34	0.60	0.54	0.18
EPAM Systems, Inc.	0.89	1.15	(0.59)	0.77	0.68
Grupa Exorigo-Upos S.A.	0.02	0.06	0.09	0.03	0.04
Sescom S.A.	0.53	0.14	0.28	0.33	0.12
Allterco AD	0.00	(0.02)	0.06	0.04	0.01

* Values represent Luxoft's Q1 2019 fiscal year results ended June 30, 2018.

Source: CapitalIQ, as of September 2018

FINANCIAL TRENDS

Company Name	Stock Price (USD value)					Stock Price % change				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Sirma Group Holding AD	0.54	0.64	0.67	0.68	0.64	-9.9%	-7.2%	-2.8%	2.0%	-0.3%
Comarch S.A.	40.02	39.63	54.61	48.98	57.55	10.7%	-28.7%	6.4%	-16.3%	-8.3%
*Luxoft Holding, Inc.	36.85	40.95	55.70	47.80	60.85	-10.0%	-26.5%	16.5%	-21.4%	-2.7%
EPAM Systems, Inc.	124.33	114.52	107.43	87.93	84.09	8.6%	6.6%	22.2%	4.6%	11.3%
Grupa Exorigo-Upos S.A.	2.72	3.04	2.97	3.47	3.57	-1.9%	0.6%	-18.3%	-4.3%	-11.8%
Sescom S.A.	7.15	11.41	11.21	10.70	8.44	-31.3%	0.0%	0.0%	24.6%	-2.2%
Allterco AD	1.18	1.32	1.29	1.34	1.31	-6.2%	0.0%	-5.5%	-1.2%	19.6%

* Values represent Luxoft's Q1 2019 fiscal year results ended June 30, 2018.

Source: CapitalIQ, as of September 2018

FINANCIAL TRENDS

Company Name	EV/EBITDA					EV/REVENUE				
	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Sirma Group Holding AD	5.4x	5.7x	6.4x	6.3x	6.7x	1.6x	1.7x	1.8x	1.9x	2.0x
Comarch S.A.	13.6x	11.8x	13.0x	11.7x	11.7x	1.1x	1.0x	1.4x	1.3x	1.5x
*Luxoft Holding, Inc.	11.8x	14.1x	19.7x	16.9x	19.7x	1.3x	1.5x	2.1x	1.8x	2.4x
EPAM Systems, Inc.	27.3x	26.3x	26.2x	22.7x	22.8x	4.0x	3.8x	3.8x	3.3x	3.3x
Grupa Exorigo-Upos S.A.	7.1x	8.1x	6.8x	7.3x	7.1x	0.7x	0.8x	0.8x	1.0x	1.0x
Sescom S.A.	5.8x	8.2x	8.9x	10.8x	9.9x	0.5x	0.8x	0.9x	0.9x	0.8x
Allterco AD	10.1x	9.2x	18.5x	15.5x	17.1x	0.8x	0.8x	0.8x	0.9x	0.9x

* Values represent Luxoft's Q1 2019 fiscal year results ended June 30, 2018.

Source: CapitalIQ, as of September 2018

S&P Sovereign Ratings

(Regional) (Issuer Credit Rating)

Country	Action	Rating Type	Rating	CreditWatch / Outlook	Rating Type	Rating
Albania	Upgrade CreditWatch/Outlook	Foreign Currency LT	B+	Stable	Foreign Currency ST	B
Belarus	Upgrade CreditWatch/Outlook	Foreign Currency LT	B	Stable	Foreign Currency ST	B
Bosnia and Herzegovina	CreditWatch/Outlook	Foreign Currency LT	B	Stable	Foreign Currency ST	B
Bulgaria	CreditWatch/Outlook	Foreign Currency LT	BBB-	Positive	Foreign Currency ST	A-3
Croatia	CreditWatch/Outlook	Foreign Currency LT	BB+	Positive	Foreign Currency ST	B
Czech Republic	Upgrade CreditWatch/Outlook	Foreign Currency LT	AA-	Stable	Foreign Currency ST	A-1+
Estonia	CreditWatch/Outlook	Foreign Currency LT	AA-	Stable	Foreign Currency ST	A-1+
Hungary	CreditWatch/Outlook	Foreign Currency LT	BBB-	Positive	Foreign Currency ST	A-3
Latvia	Upgrade CreditWatch/Outlook	Foreign Currency LT	A	Stable	Foreign Currency ST	A-1
Lithuania	Upgrade CreditWatch/Outlook	Foreign Currency LT	A	Stable	Foreign Currency ST	A-1
Macedonia	Downgrade CreditWatch/Outlook	Foreign Currency LT	BB-	Stable	Foreign Currency ST	B
Malta	CreditWatch/Outlook	Foreign Currency LT	A-	Positive	Foreign Currency ST	A-2
Montenegro	CreditWatch/Outlook	Foreign Currency LT	B+	Stable	Foreign Currency ST	B
Poland	CreditWatch/Outlook	Foreign Currency LT	BBB+	Positive	Foreign Currency ST	A-2
Romania	Upgrade CreditWatch/Outlook	Foreign Currency LT	BBB-	Stable	Foreign Currency ST	A-3
Russia	Upgrade CreditWatch/Outlook	Foreign Currency LT	BBB-	Stable	Foreign Currency ST	A-3
Serbia	Upgrade CreditWatch/Outlook	Foreign Currency LT	BB	Stable	Foreign Currency ST	B
Slovakia	Upgrade CreditWatch/Outlook	Foreign Currency LT	A+	Stable	Foreign Currency ST	A-1
Slovenia	CreditWatch/Outlook	Foreign Currency LT	A+	Positive	Foreign Currency ST	A-1
Ukraine	Upgrade CreditWatch/Outlook	Foreign Currency LT	B-	Stable	Foreign Currency ST	B

Source: CapitalIQ, as of September 2018

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7MA provides Investment Banking & Advisory Services to the Business Services and Technology Industries globally. We advise on M&A and private capital transactions, and provide market assessments and benchmarking. As a close-knit team with a long history together and a laser focus on our target markets, we help our clients sell their companies, raise capital, grow through acquisitions, and evaluate new markets. Securities offered through 7M Securities LLC.

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THANK YOU