

Press Release

Pylones Hellas Full Year 2018 Results Strong Growth Reinforced throughout the Year

Athens, Greece – 18 July, 2018 – 2018 proved a “milestone” financial year for Pylones Hellas, which has been evolved to one of the most important IT systems and security integrators of the Greek market. The company increased its turnover for eighth consecutive year, presented 33% growth compared to the previous year and despite the uncertain economic environment, managed to achieve sales record.

Pylones Hellas recorded **all-time high turnover** in the financial year 2018, reaching **€ 8.98 million** compared with € 6.76 million in 2017, the highest performance in the 21 years of company's operation. **EBITDA showed a significant increase, reaching 89%** compared to previous year, with **net profit being quadrupled** over the past three years. This performance is a result of many individual factors such as the strengthening of F5 Networks solutions in the market – especially in large Telco operators and Banking organizations –, the increased sales of cyber security solutions, the growth of Hospitality industry as well as the company's investments in software defined storage solutions.

Pylones Hellas, a provider of advanced IT solutions to medium and large enterprises, with presence for more than 20 years in Greece, Cyprus and the Balkans, demonstrates a constant development in all sectors. "In addition to the **continuing growth in our financial figures – over 85% the last 4 years** – we establish ourselves as a company based on strong foundations with our people being at the forefront, **increasing our human capital 33%** only the last year" said **Mr. Emmanuel Netos, General Manager of Pylones Hellas**. "Continuing investment in our business and shielding of our portfolio with new innovative technological solutions, are also accompanied by investment in human resources and how we actually operate."

With the end of 2018, the company entered its 3rd decade in the Greek market. This new decade finds Pylones Hellas in the most productive and mature phase of its journey. Client portfolio includes the 4 major telecommunication providers and the 4 largest Financial Institutions in Greece and Cyprus, utilizing F5 Networks solutions. More than 40 hotels, 4 * & 5 *, are part of the company's portfolio, while a significant number of companies from shipping and construction industry adopt Pylones solutions, by utilizing HPE, Microsoft, IBM, Cisco, Forcepoint, Checkpoint, PaloAlto, Riverbed technologies.

Looking forward to continuing the upward course, **Mr. Alexandros Diogenous, Chairman and Chief Executive Officer of Pylones Hellas** stated that "we are evolving and adapting our strategy and tactics to achieve further growth in the Greek market and abroad. We aim to constitute a solid and reliable technology partner, ally and companion in customers' digital transformation journey."



About Pylones Hellas

Pylones Hellas, member of the Cypriot group P.M.Tseriotis Ltd, is active for more than 20 years in the field of digital technologies and internet security. The company combines the services of both IT systems integrator and IT security integrator, consisting a pioneer IT provider for the Greek market. Based on three significant pillars Security, Optimization and High Availability, Pylones Hellas provides cutting-edge technology solutions, on any scale, in multiple demanding sectors such as Telecommunications, Hotels, Financial institutions and companies that base their business on the Internet, while continuing updating its customers' Information Technology Infrastructure, to provide, in turn, a high level of digital services to their customers. Strategic partners of Pylones Hellas are F5 Networks, HPE, IBM and Microsoft offering numerous solutions in areas such as security, wired and wireless networks, storage, business critical systems, datacenters and cloud.

For more information please visit: www.pylones.gr | [LinkedIn](#) | [Facebook Page](#) | [YouTube](#)

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