

## Press Release

### **Pylones marks its 5th consecutive year of growth**

**Athens, Greece – 3 September, 2020** – Pylones continues its five-year production course, confirming the strong position of the company in the Greek and Cypriot IT market. The company took advantage of the opportunities that arose in 2019 from the growth of the Greek economy, noting for the ninth consecutive year **an increase in its turnover, which exceeded 8%**, compared to the previous year and managed to achieve another sales record.

Pylones Hellas recorded a new high **turnover** during the financial year 2019, which amounted to **9.66 million euros** compared to 8.98 million euros in 2018, being the highest performance recorded in the 22 years of operation of the company. With development of new solutions and technologies being at the core of its activities, the company turned to a significant **increase of human resources which amount to 42%**. This significant investment in payroll and staff costs has resulted in a reduction in earnings before interest, taxes, depreciation and amortization (EBITDA) after a long period of positive outcomes.

" 2019 was a **milestone year** in terms of **investment** in its **human capital**. At the same time, we managed to respond consistently to the implementation of our development planning. We continued to show sales growth, confirming the leading role we play in the IT industry. "Our ability to grow consistently is a result of our successful market positioning," said mr. **Emmanuel Netos, General Manager** of Pylones Hellas. "In 2020 and given the covid-19 pandemic, our priority remains, to constantly examine the unpredicted conditions created in the market and to respond immediately with innovative technological solutions that aim to simplify and secure the digital transformation processes of companies".

Pylones Hellas, a provider of advanced IT solutions for medium and large companies, with a long presence of more than 22 years in Greece, Cyprus and the wider region of Southeastern Europe as IT systems & Security integrator, continued to invest in strengthening F5 Networks solutions in market, in the further increase of cloud security solutions as well as in software defined storage solutions as in the OpenShift and NGiNX Cloud infrastructures.

Looking to the future, mr. **Alexandros Diogenous, Chairman and Chief Executive Officer** of Pylones Hellas, stated that "2019 was another great year for Pylones Hellas. We are proud to be able to offer excellent technology solutions to our partners, while maintaining a financially stable company. Our partners and customers

have been by our side, while our expansion into new innovative solutions has already begun to bear fruit. However, the coronavirus pandemic brought immediate and disruptive impacts, which, at the same time, create new opportunities that we are trying to take advantage of for the benefit of our customers digital transformation".

### **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](http://www.pylones.gr) | [LinkedIn](#) | [Facebook Page](#) | [YouTube](#)

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