Mainroad News

NET INCOME OF MAINROAD GREW 30 % IN 2013

Lisbon, 25 March 2014 – Mainroad, a major player in the domestic Information Technology (IT) Outsourcing market, closed the 2013 financial year with turnover of 16,237 million Euros. This net result was very positive compared to 2012, reaching 1,185 million Euros, a 30 % increase.

Comentário [AP1]: Queriam confirmer com o cliente estes valores, caso possam que nos digam por extenso ou seja se em pt a vírgula estiver de facto bem colocada, estranharia as 3 casas decimais seria 16.237 million e temos de adaptar todos. Caso já esteja escrito à inglesa no original então a nossa versão como a entendemos está bem.

"In 2013, our 10th year of operations, Mainroad consolidated its presence as a major national and European supplier of data center and cloud services, among other IT solutions. It was a year in which we consolidated our international expansion by expanding our services and know-how in different markets. We also diversified our product offers by launching new solutions that tie in with our business mission of ensuring high performance, security and business continuity for our customers" says Mainroad's Managing Director, Nuno Homem.

In terms of financial analysis, despite the less favourable economic climate, Mainroad achieved a significant 12 % increase in its turnover outside the Sonae Group in 2013. In the international market, the company captured very important customers, thus sustaining the expansion strategy for 2014 and for the following years. The operating profit (EBITDA margin) grew by 13 %, higher than the growth achieved in 2012. Overall, turnover was in line with the previous year.

Regarding supply, Mainroad continued to develop Cloud solutions in the year under review. Based on its IaaS, DaaS and managed mobile solutions, Trusted Cloud broadened its supply portfolio by introducing solutions such as Main Drive, Main IT Monitoring and Main IT Service Desk on-demand. The ITSM solutions portfolio has been enhanced with the launch of the IT Monitoring, Service Desk, Client Automation and Performance Management solutions, among others. Furthermore, to ensure a higher level of support, Mainroad implemented a new monitoring and service desk platform, based on CA Nimsoft.

Several strategic partnerships were also established, confirming Mainroad's skills. The partnership with SAP, which gives Mainroad Advanced SAP Hosting Partner status, is one such case. It identifies Mainroad as one of only two companies in Portugal and one of the top three in Iberia with this category of SAP hosting services. Partnerships with Microsoft, with Mainroad becoming a Microsoft Gold Partner company with various levels of certification, with Fujitsu, which is reflected in the local extension of the Fujitsu Global Cloud, and with CA Technologies in the area of IT Service Management, are other highlights in this area.

In terms of investment, the company remained at an annual 500 000 Euros, used primarily to upgrade the infrastructure of the two data centers, in particular with the adoption of a new cold aisle containment system, designated Cold Aisle Containment.

"For 2014 we intend to consolidate the sustained growth of our customer base and revenues outside the Sonae group, in Portugal and abroad, while focusing on our internationalization. We are also focused on the market and we will review opportunities for faster organic and non-organic growth" adds Nuno Homem.

About Mainroad

Mainroad, a leader in Information Technology Outsourcing, supports its clients for greater efficiency in their use of technology infrastructures. Offering a full range of IT Managed Services, IT Security and Business Continuity services, supported by its own redundant Data Centers, Mainroad ensures the maximum availability of systems and networks to support the critical business processes of its clients, with an *end-to-end* offer supported by the most recent models, including a full and robust offer of Cloud Computing arising from a partnership with some of the main players in the market (Fujitsu and SAP amongst others).

As a result of this specialization, Mainroad is also the right partner for the adjustment of systems, networks and technological processes to the dynamic needs of its clients' businesses, through consultancy services and IT Service Management and IT Performance tools, always in line with the objectives of efficiency and the ITIL best practice.

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