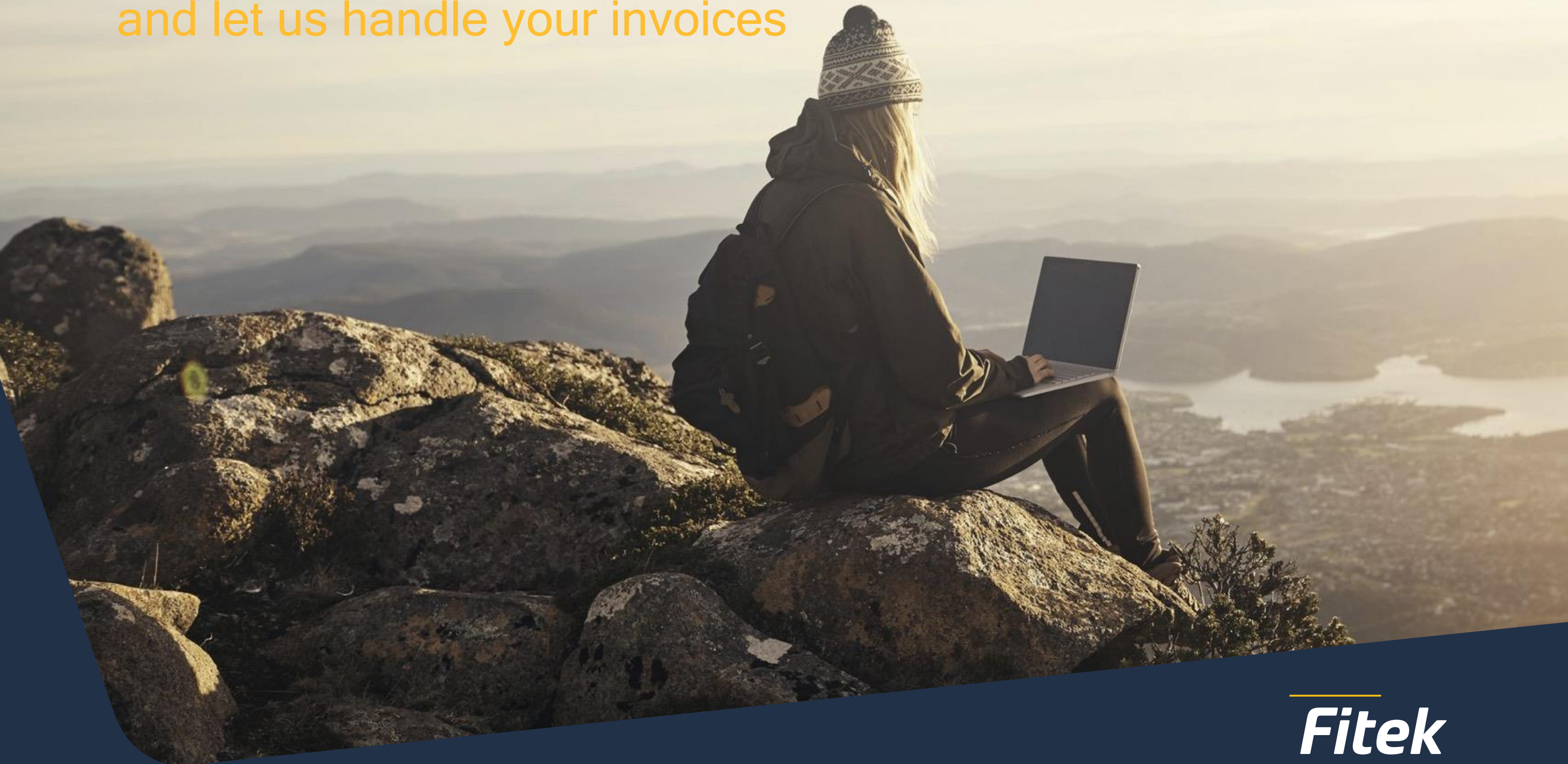


**Focus on your core business**  
and let us handle your invoices



***Fitek***

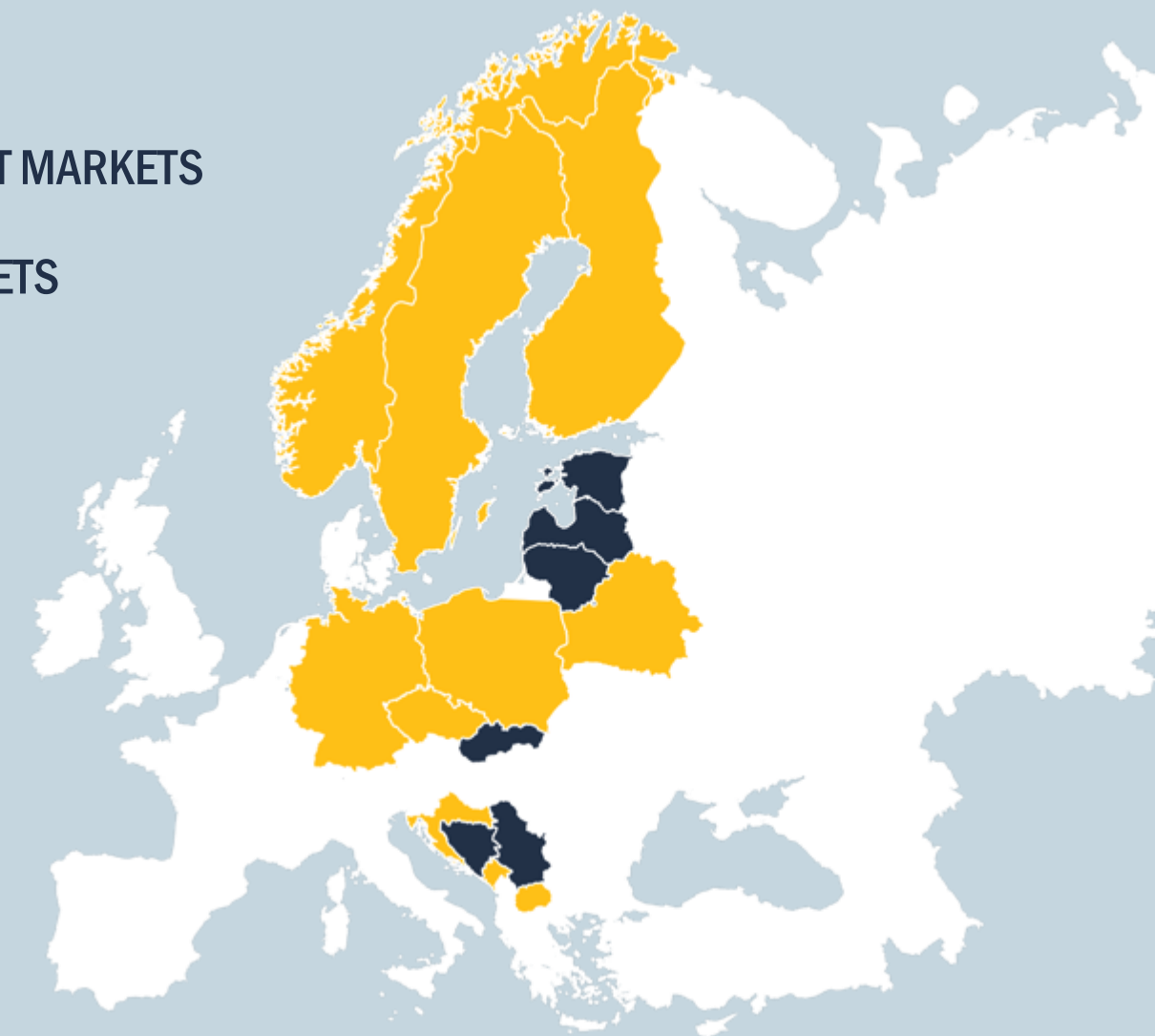
# Market leader

in Baltic and Balkan markets in sales  
and purchase invoice solutions

# Our customers

are telecoms, banks, accounting firms, construction  
companies, from service and other industries as  
well as from public sector

- FITEK CURRENT MARKETS
- EXPORT MARKETS



# 150+

million invoices and other  
documents handled annually

# 1000+

customers in Nordic, Baltic  
and other countries

# 240+

qualified professionals  
working in 6 countries

# 20 m€

is net sales forecast  
in 2018

***Fitek***

Fitek has brought innovation  
to financial processes for more than

# 20 years

*Purchase invoice*



*Suppliers*



DATA



DATA



*Sales invoice*



*Clients*



**Purchase and sales  
invoice flow**

**Fitek**

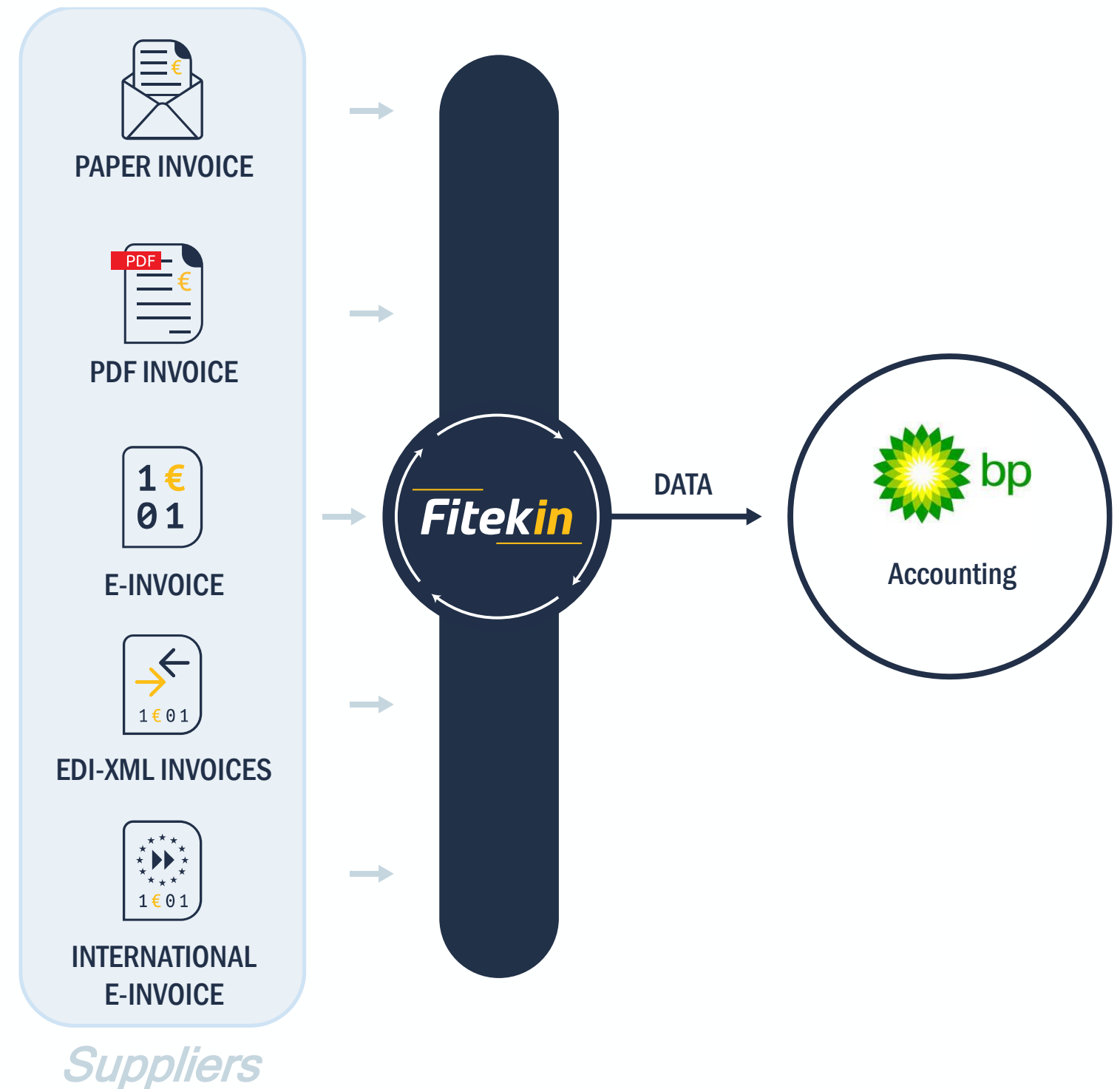


# Fitek

## Purchase invoice solution



### Purchase invoice



# Some of our partners

**SPORTSDIRECT.com**



# Discussion points

- Why did we go Balkan countries?
- Did we find anything surprising there?
- What is the difference between Baltic and Balkan countries?
- Is it worth looking into investing into Balkan area?

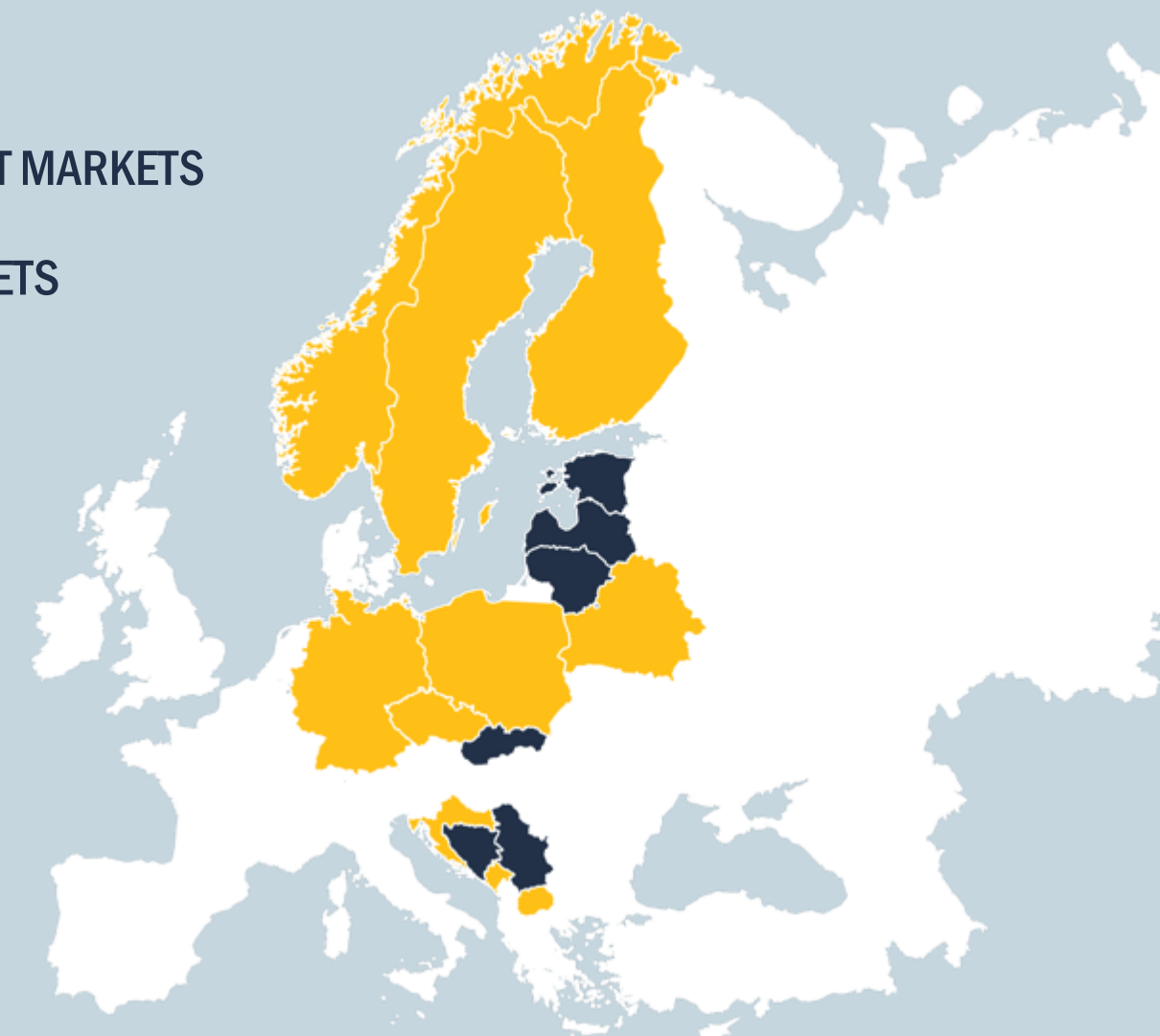
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