



**YEAR 2020!  
THE BEST YEAR EVER!  
UNTIL THE NEXT ONE!**

**Q4 2020 RESULTS**





# DISCLAIMER

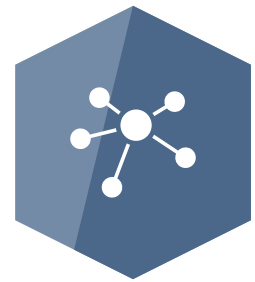
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# ASBIS Q4 2020



Subsidiaries  
**in 27**  
countries



**20 000**  
active customers  
in 56 countries



**1 837**  
employees



Revenue  
**\$ 866 m**



**2**  
Distribution  
centers



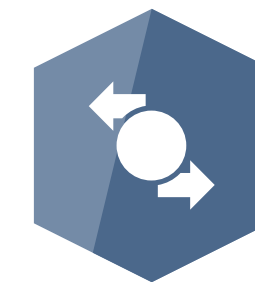
**23 000**  
products  
in portfolio



**20** B2B e-shops  
**5** B2C e-commerce



Over  
**240**  
vendors



**60%**  
Online transactions

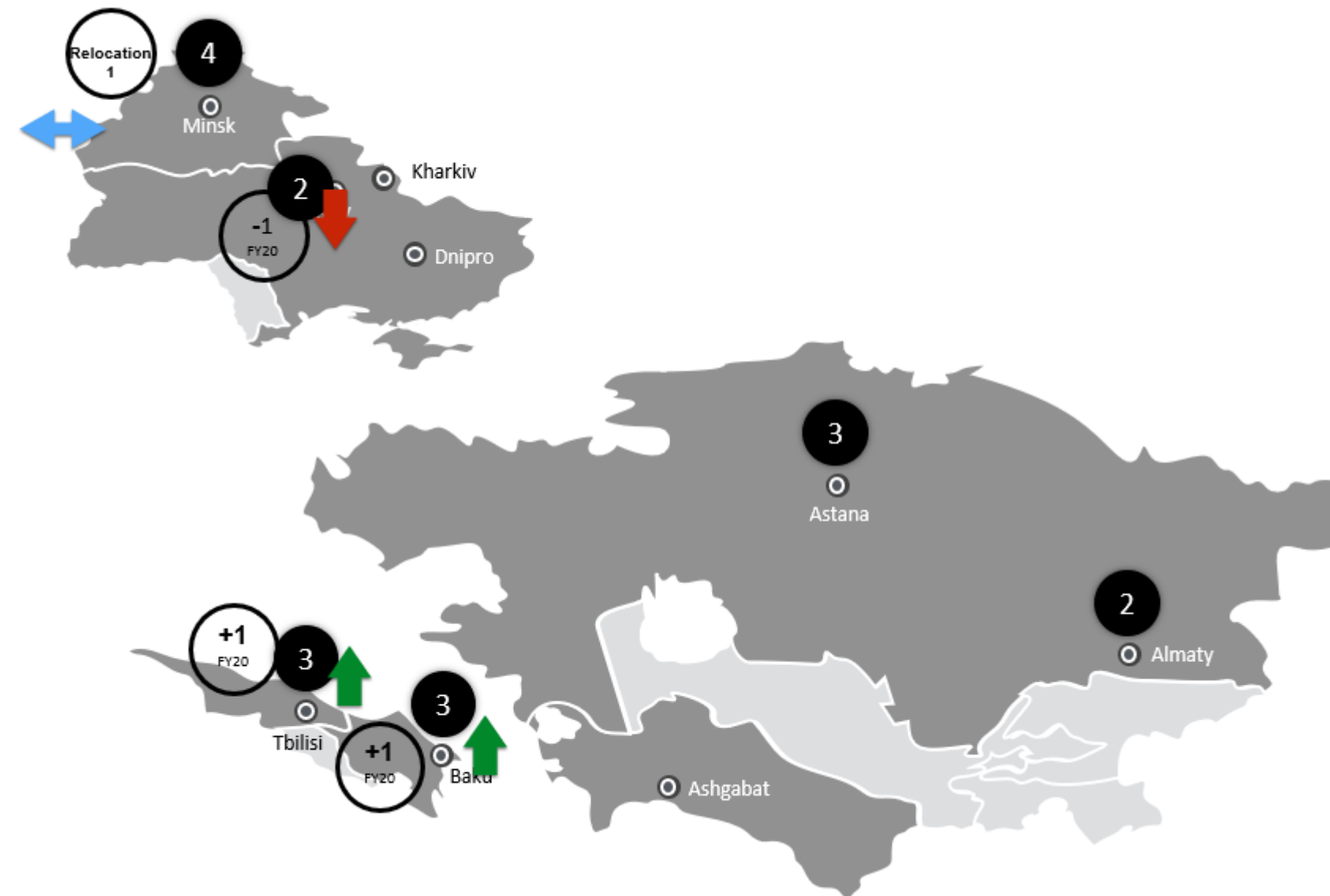
# ASBIS APR INVESTMENTS

ASBIS is an authorized distributor of Apple products in **11 countries of the Former Soviet Union** (with the exception of Russia) including:

- Ukraine,
- Belarus,
- Kazakhstan,
- Georgia,
- Armenia,
- Azerbaijan,
- Kyrgyzstan,
- Uzbekistan,
- Moldova
- Turkmenistan
- Tajikistan

As an Apple Premium Reseller, ASBIS operates **17 stores** in five countries.

In 2021 ASBIS plans to open another 3 new Apple stores.



# ASBIS OWN BRANDS



Wide range of consumer electronics for home, education and business – over 25 million devices sold. Prestigio products: laptops, televisions, tablets, DVRs, smart accessories, interactive displays, electronic price tags and RFID-based technologies.

In 2019 Prestigio introduced the interactive keyboard with touchpad on keys, 3-in-1 wireless charging station and a smart speaker. In 2019 portfolio extended with a unique and exclusive Multiboard for kids product and digital signage product line update with LCD displays, LCD video walls.

In 2020 Prestigio launched the first in Europe graphene-based power banks, a line of hidden wireless charging stations and a line of portable acoustic systems and a pilot project Prestigio ePrice labels with fuel chain in Baltics.

[www.prestigio.com](http://www.prestigio.com)



Canyon is a dynamic lifestyle worldwide brand that offers a wide range of stylish and trendy multimedia, mobile accessories, and computer peripherals designed for youth.

Created in line with latest fashion trends the cutting edge accessories from Canyon help young people to express themselves and underline their individuality.

In 2020 Canyon unveiled its new brand identity, redesigned logo, and a slogan. The changes are appealing to the audience of young people with a clear and simple motto of nowadays: **“You can!”**

In 2020 Canyon updated the product line of keyboards, significantly expanded the range of gaming accessories with plans to develop its own software.

In 2020 Canyon achieved a record sales of web-cam products.

[www.canyon.eu](http://www.canyon.eu)



Perenio IoT is an innovative company that develops and manufactures building control and security systems.

The primary product is the Perenio building control system, a fully functional ecosystem for protecting your home and property.

In 2020 Perenio IoT introduced new smart devices: smart health, smart light, smart Eco-heater and smart home appliance.

Perenio IoT also presented a special version of IoT Router Elegance with Tuya Smart platform for telecom operators. This collaboration is a part of the company's global project of creating an open building management ecosystem.

Moreover in 2020 Perenio IoT launched joint Smart Home project with the biggest telecom operator in Belarus.

[www.perenio.com](http://www.perenio.com)

# FINANCIAL OVERVIEW

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Q4 AND 12M 2020 FINANCIAL RESULTS

FY 2021 OUTLOOK

UPGRADED AND DELIVERED GUIDANCE

# Q4 2020 KEY EVENTS

## SPLENDID MONTHLY DATA

Excellent revenue estimates for October – December 2020 with November – the first ever month to exceed the USD 300 million in revenues.

## BUSINESS UPDATE

- ❑ ASBIS enters the application delivery and security solutions market in Baltics with **A10 Networks**
- ❑ **Agreement with MacPaw** - independent software development company creating products for Mac and iOS
- ❑ **Agreement with Kemp Technologies** - the leader in powering always-on application experience [AX]
- ❑ **Partnership with D3 Security** - the first and only “SOAR 2.0” platform that combines automation and orchestration across 300+ integrated tools

## INTERIM DIVIDEND

The Company paid out an interim dividend from the Company's profit for 2020 with the total amount of USD 5,550,000 which represented a US\$ 0.10 cents per share.

## UPGRADED FORECAST

The Company announced its upgraded financial forecast for 2020:

- revenues between US\$ 2.0 and US\$ 2.2 billion
- **net profit after tax between US\$ 32.0 and US\$ 34.0 million.**

# Q4 2020 SUPERB QUARTER

## Q4 2020 Financial Highlights

### REVENUES

US\$ 866 million

**+30% YoY**

### GROSS PROFIT

US\$ 54.8 million

**+58% YoY**

### GROSS PROFIT MARGIN

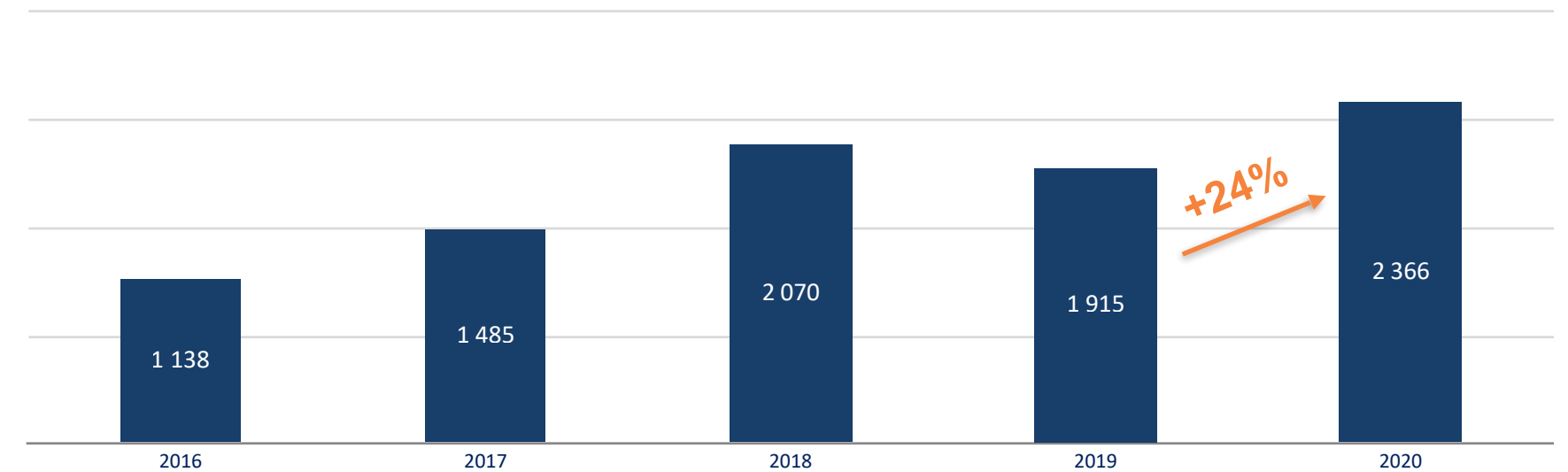
**6.33%**

### NET INCOME

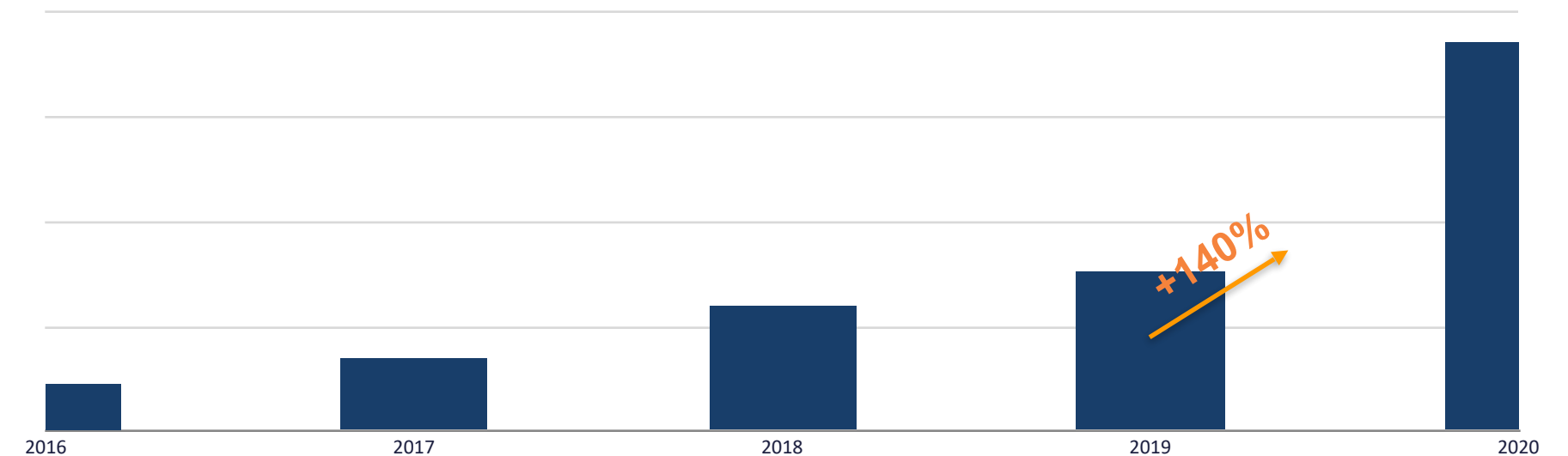
US\$ 21.4 million

**+167% YoY**

## Annual Revenue, \$M



## Annual Net Income, \$M

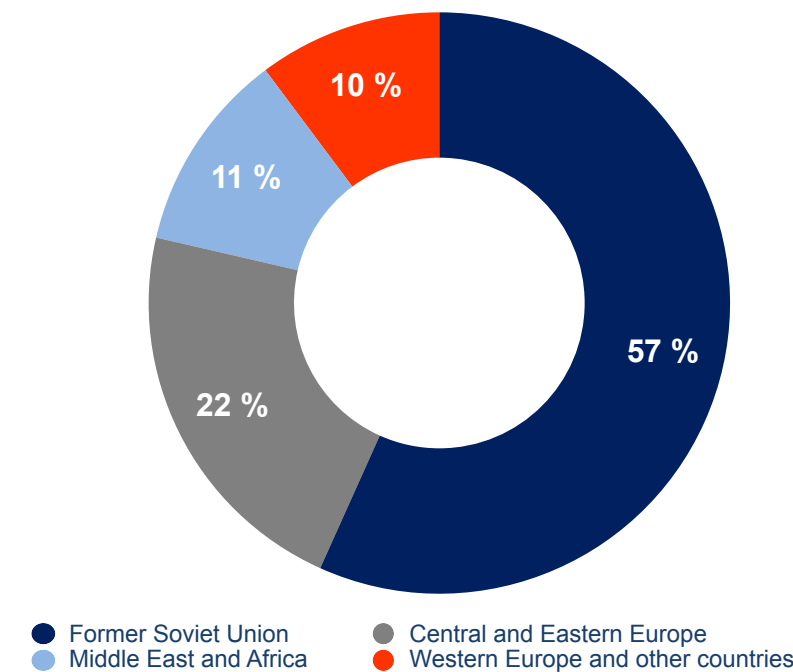




# Q4 2020 DYNAMIC GROWTH IN ALL MAJOR REGIONS

- FSU region with a strong 28% YoY growth, contributes the majority of Group revenues in Q4'20.
- Robust growth achieved in CEE countries (mainly Czech Republic).
- MEA showed an impressive growth of 74.4% YoY.
- MEA result is mainly derived by revenues in UAE and other GCC countries.

REVENUES BY REGIONS (%)



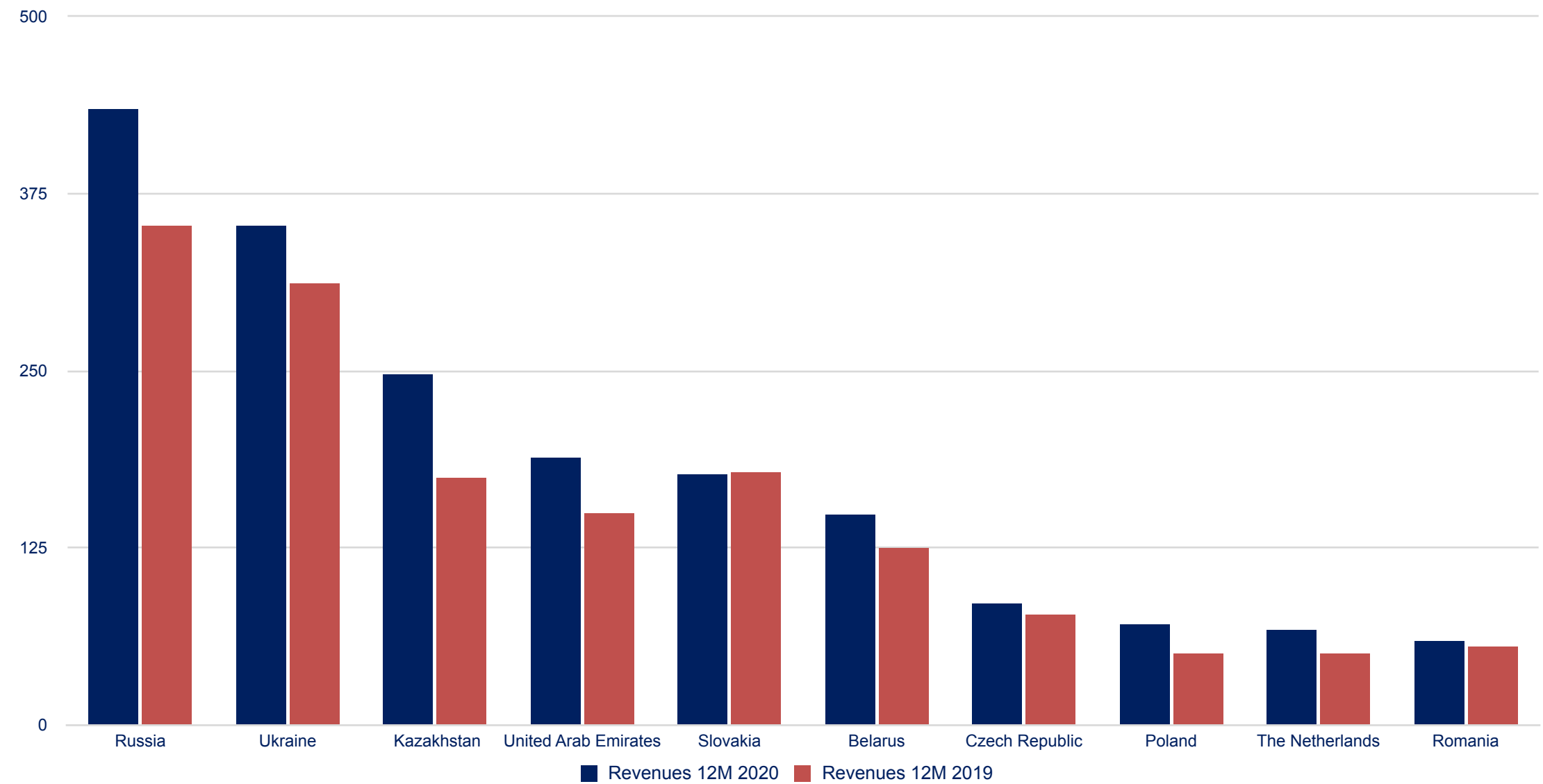
REVENUES BY REGIONS (US\$ m)

US\$ m	Q4'20	Q4'19	YoY
FSU	491.1	382.9	28%
CEE	189.6	172.3	10%
MEA	96.7	55.5	74%
WE	74.1	41.3	80%
Other	14.3	12.0	19%
<b>TOTAL</b>	<b>865.8</b>	<b>664.0</b>	<b>30%</b>

# 12M 2020 TOP 10 COUNTRIES IN REVENUES vs 12M 2019

- Russia with revenues of US\$ 434.3 m remained no. 1 country while Ukraine followed.
- Kazakhstan recorded 41.9% YoY growth and remained in top 3.
- Poland with excellent 42.9% YoY growth improved its position in top 10.

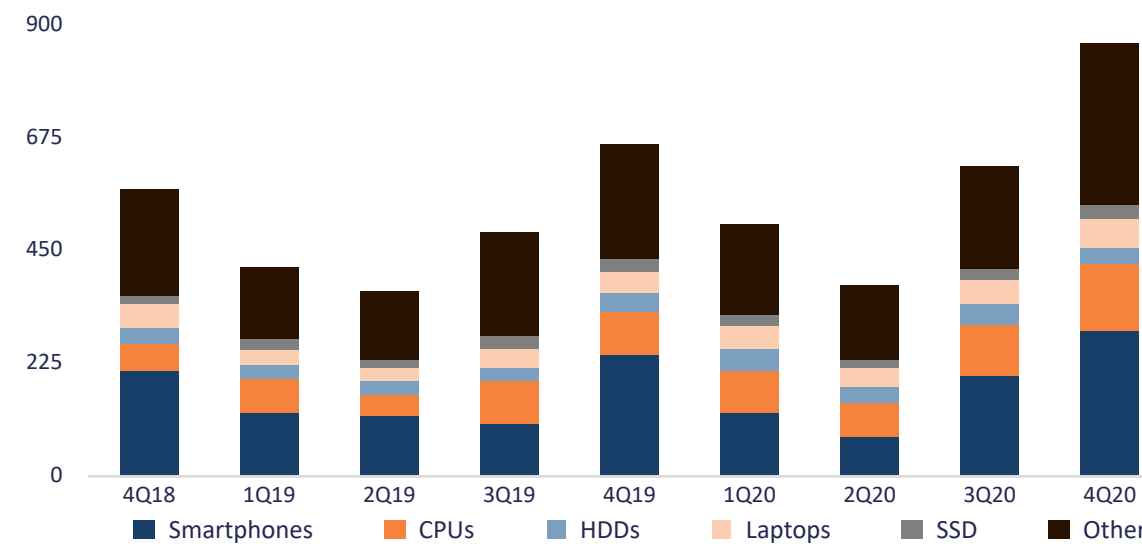
REVENUES BY COUNTRIES (US\$ m)



# Q4 2020 HIGH DEMAND FOR MULTIPLE PRODUCT LINES

- Strong smartphones business driven by successful launch of the new Apple iPhone 12 models.
- Significant market share in both CPUs and accessories & multimedia.
- Strong growth in CPUs, and servers and server blocks due to data center projects.
- Pandemic created a robust demand for home office, online education and related to Gaming products.

REVENUES BY LINES (US\$ m)



REVENUES BY LINES (US\$ m)

US\$ m	Q4'20	Q4'19	YoY
Smartphones	287.0	240.1	20%
CPUs	132.8	88.6	50%
Accessories & multimedia	126.7	65.6	93%
Laptops	58.3	43.2	35%
HDDs	36.4	36.7	-1%
Servers and server blocks	35.5	31.0	15%
<b>TOTAL</b>	<b>865.8</b>	<b>664.0</b>	<b>30%</b>



# Q4 2020 BEST EVER QUARTERLY RESULTS

- Strong growth in top-line and gross profit.
- Gross profit margin at record-high level, reached 6.33% in Q4'20.
- SG&A costs under control despite strong growth in revenues, gross profit and net profitability.
- Stunning 167% growth in net income YoY.

US\$ m	Q4'20	Q4'19	YoY
<b>Revenue</b>	<b>865.8</b>	<b>664.0</b>	<b>30%</b>
Gross profit	54.8	34.8	58%
<i>Gross profit margin</i>	6.33%	5.24%	+1.09ppt
SG&A costs	26.4	20.9	27%
<b>Profit from operations</b>	<b>28.4</b>	<b>13.9</b>	<b>104%</b>
<i>Operating margin</i>	3.28%	2.09%	+1.19ppt
Financial income	2.6	1.4	81%
Financial expenses	-5.6	-5.6	-1%
<b>Profit before tax</b>	<b>25.5</b>	<b>9.7</b>	<b>164%</b>
Tax	-4.1	-1.6	151%
<b>Profit for the period</b>	<b>21.4</b>	<b>8.0</b>	<b>167%</b>
<i>Net margin</i>	2.47%	1.21%	+1.26ppt

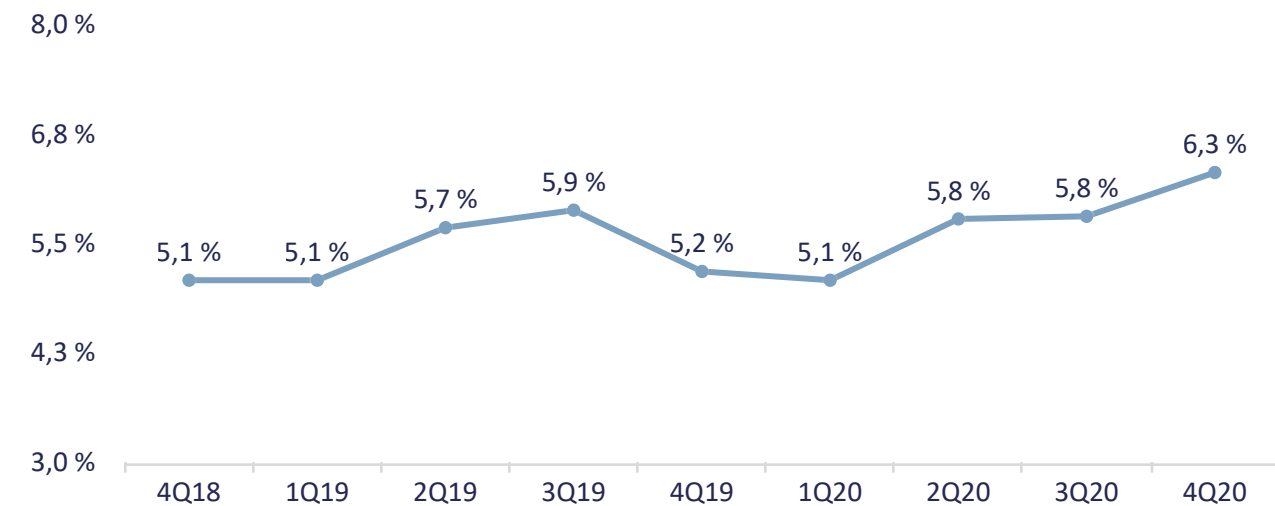
THE HIGHEST EVER QUARTELY NET INCOME IN Q4 2020.

# Q4 2020 THE HIGHEST EVER GROSS PROFIT MARGIN

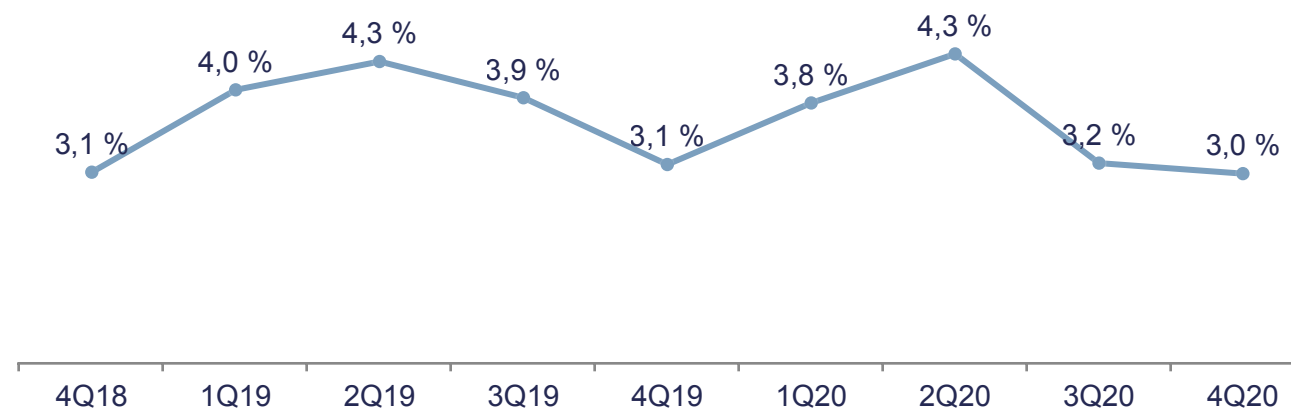
## SG&A as % of SALES CONTINUED TO DECREASE

- Gross profit margin skyrocketed to 6.33% in Q4'20.
- In Q4'20 gross profit margin continued a positive upward trend.
- SG&A expenses grew by 26.5% YoY mainly due to higher GP, therefore higher variable expenses.
- In Q4'20 SG&A expenses continued to decrease YoY as a percentage of sales.

### GROSS PROFIT MARGIN (%)



### SG&A as % of SALES



# EXTRAORDINARY 12M 2020 RESULTS

- Top line hit a record high of US\$ 2,366.4 m.
- Gross profit margin improved and reached 5.84%.
- Lower financial expenses as a result of strong financial situation of the Group.
- The best ever net income in 30-year of ASBIS history, reached US\$ 36.5 m.

US\$ m	12M'20	12M'19	YoY
<b>Revenue</b>	<b>2,366.4</b>	<b>1,914.9</b>	<b>24%</b>
Gross profit	138.3	104.1	33%
<i>Gross profit margin</i>	<i>5.84%</i>	<i>5.44%</i>	<i>+0.40ppt</i>
SG&A costs	81.6	71.1	15%
<b>Profit from operations</b>	<b>56.7</b>	<b>33.1</b>	<b>71%</b>
<i>Operating margin</i>	<i>2.39%</i>	<i>1.73%</i>	<i>+0.66ppt</i>
Financial income	4.3	3.5	24%
Financial expenses	-16.7	-17.7	-5%
<b>Profit before tax</b>	<b>44.7</b>	<b>19.0</b>	<b>136%</b>
Tax	-8.2	-3.7	119%
<b>Profit for the period</b>	<b>36.5</b>	<b>15.2</b>	<b>140%</b>
<i>Net margin</i>	<i>1.54%</i>	<i>0.80%</i>	<i>+0.74ppt</i>

MORE THAN DOUBLE NET INCOME  
IN 12M 2020.



# INDEBTEDNESS AT SAFE LEVEL

- Strong increase in cash position in seasonally NWC intensive quarter.
- Ability of the Company to access financing remains very strong.
- The weighted average cost of debt reached 8.0% versus 7.6% in 2019.

US\$ m	12M'20	12M'19	YoY
Short term borrowings (no factoring)	80.9	53.0	53%
Factoring creditors	80.1	54.2	48%
<b>Short term borrowings (incl. factoring)</b>	<b>161.0</b>	<b>107.2</b>	<b>50%</b>
Long term interest bearing debt (no leases)	0.0	0.0	-
Cash and equivalents	158.9	103.7	53%
<b>Net debt (no factoring)</b>	<b>-78.0</b>	<b>-50.7</b>	<b>54%</b>
<b>Net debt (incl. factoring)</b>	<b>2.1</b>	<b>3.5</b>	<b>-40%</b>

End of Q4 2020 net debt/ equity

**-0.6x** excl. factoring

**0.0x** incl. factoring

at safe and low levels

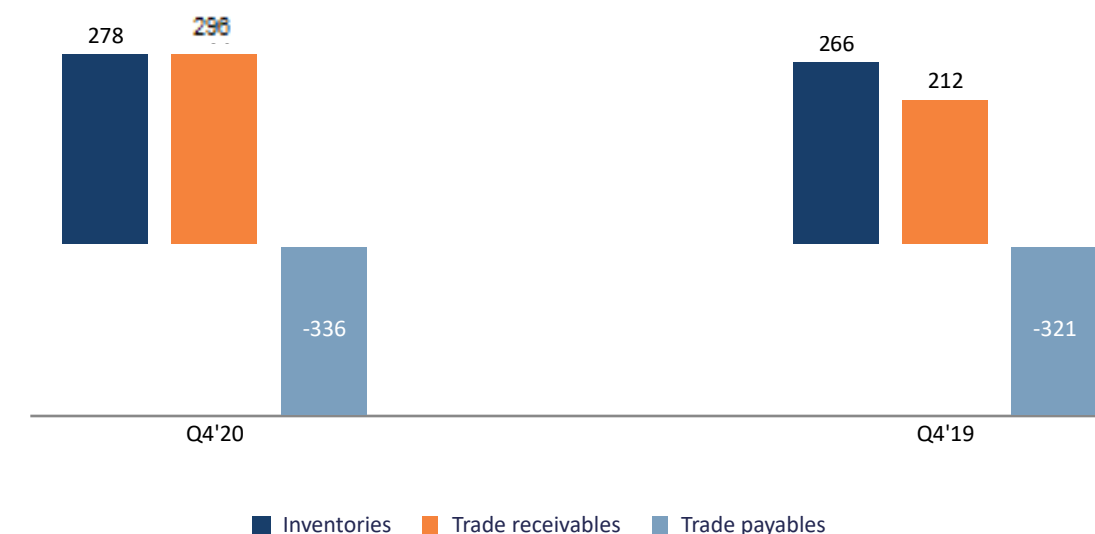
# CASH ENGAGED IN WORKING CAPITAL

- High revenue growth resulted in the need to involve more cash into working capital.
- Capex comprises of outflows for on-going investments in tangible and intangible assets.
- In 12M'20 cash from operations was positive and improved by more than U.S.\$ 12 million YoY.

## NET WORKING CAPITAL (US\$ m)

NWC: 10% of sales

NWC: 8% of sales



US\$ m	12M'20	12M'19
Net cash from operating activities	41.9	29.5
Net cash from investing activities	-4.7	-3.6
Net cash from financing activities	-1.8	-5.7
<b>Net movement in cash and cash equivalents</b>	<b>35.4</b>	<b>20.2</b>

# 2020 UPGRADED GUIDANCE DELIVERED

REVENUE

Between US\$ 2.0bn and US\$ 2.2bn

UPGRADED NET  
INCOME

Between US\$ 32.0m and US\$ 34.0m

(Originally: between US\$ 18.0m and US\$ 20.0m)



~70%

## ASSUMPTIONS

- No second wave of pandemic and another lockdown.
- A stable situation in key FSU markets and in key FSU currencies (not worse than in 2019).
- No significant disturbance in the general economic environment.
- A similar YoY competitive environment and favourable relations with key suppliers.
- No significant decrease in sales of high margin products and solutions (VAD) and Apple products.
- Smartphones segment will not deteriorate more than 15% in the markets we operate.



# KEY DRIVERS OF 2021

## SUSTAIN THE BUSINESS WITH APPLE

The Company aims to retain its strong market position and strengthen its relationships with customers and suppliers.

## TRUE VAD SALES

The Company expects to focus on the acquisition and servicing of large business projects. The success of last two years with Data Centers and other projects is expected to be replicated as well as the real VAD services. We also want to continue to develop ESD segment.

## BUSINESS SOLUTIONS

The solutions we already developed show signs of success and the Company is expecting to significantly benefit from the expansion of these solutions in all markets we operate.

## TRADITIONAL DISTRIBUTION

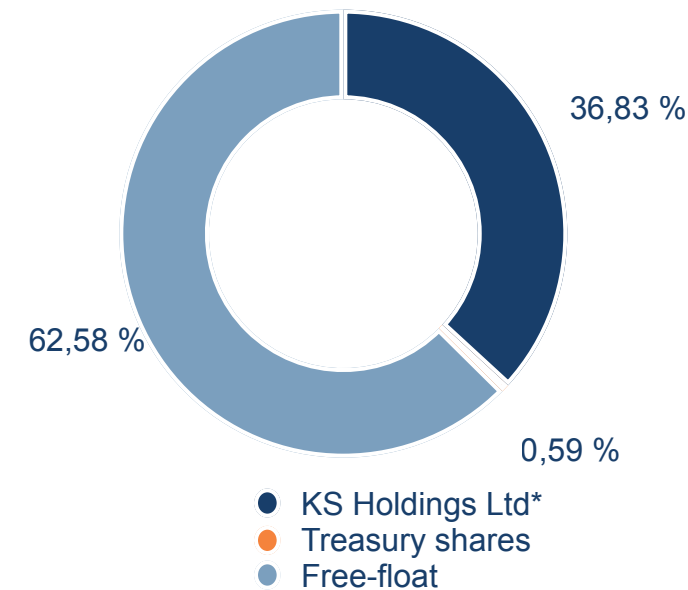
Our core strengths are expected to play a leading role in 2021 and excel against competition in all product segments of the traditional components distribution.

## OWN BRANDS AND NEW PROJECTS

Having restructured Prestigio and together with a strong Canyon and a promising Perenio, the Company expects good contribution in revenue and profitability. The Company is considering introducing to the market small kitchen appliances under a new own brand.

In addition the Group has entered strongly into the used Smartphones market with Breezy and it plans to penetrate this business in all countries of operations.

# SHAREHOLDER STRUCTURE/ ASBIS ON THE WSE IN 2020



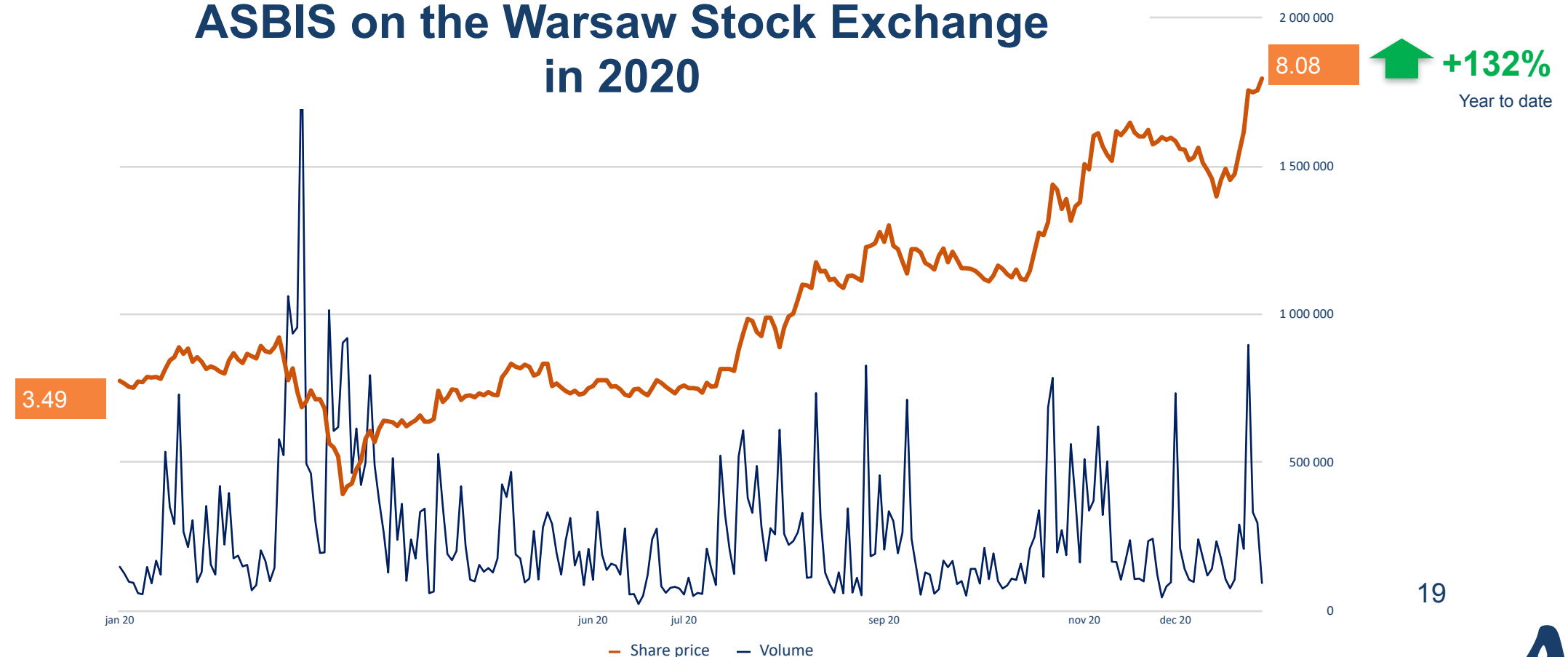
	Number of shares & votes	% of share capital & votes
KS Holdings Ltd *	20,443,127	36.83%
Treasury shares	325,389	0.59%
Free-float	34,731,484	62.58%
<b>TOTAL</b>	<b>55,500,000</b>	<b>100.00%</b>

As of : 2021-02-25

\*Siarhei Kostevitch holds shares as the ultimate beneficial owner of KS Holdings Ltd

Ticker	ASB
Place of listing	Warsaw
Number of shares (m)	55.5
ISIN	CY1000031710
Share price (30.12.2020)	8.08
Market cap. (PLN m)	448.4
Market cap. (US\$ m)	119.3
EPS (2020) US\$ cents	65.80

## ASBIS on the Warsaw Stock Exchange in 2020







**Tziamalis Constantinos**  
phone: +357 25857188  
email: [costas@asbis.com](mailto:costas@asbis.com)

**Bartosz Basa**  
phone: +48 691 910 760  
email: [b.basa@asbis.com](mailto:b.basa@asbis.com)

#### HEADQUARTERS

43, Kolonakiou Street, Diamond Court, 4103 Ayios Athanasios  
Limassol – Cyprus, Phone: + 357 2 5857 101, [www.asbis.com](http://www.asbis.com)

