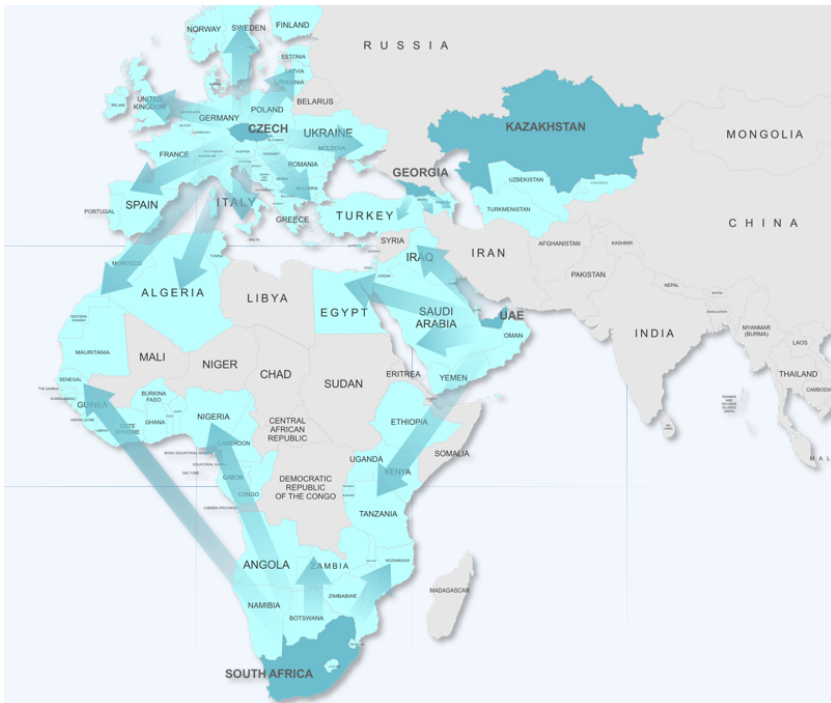
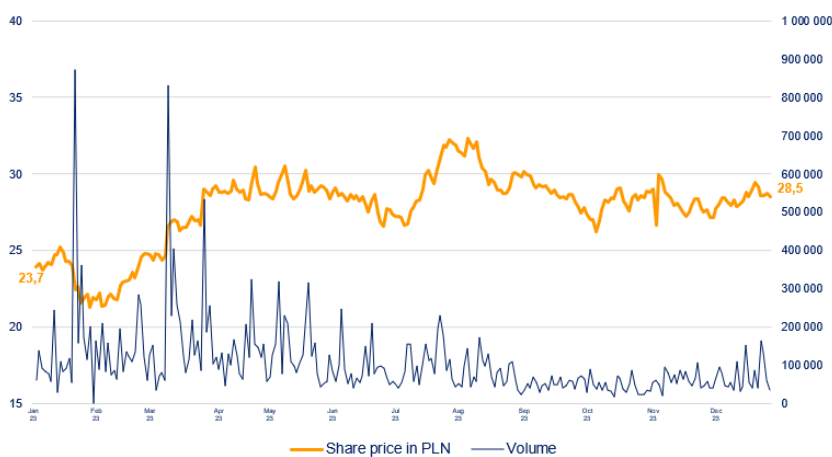


#### ASBIS GEO EXPANSION



#### SHARE PRICE/ VOLUME



#### SHAREHOLDERS

	Number of shares & votes	% of share capital & votes
KS Holdings Ltd*	20,448,127	36.84%
Zbigniew Juroszek**	2,797,625	5.04%
Free-float	32,254,248	58.12%
<b>TOTAL</b>	<b>55,500,000</b>	<b>100.00%</b>

\*CEO holds shares as the ultimate beneficial owner of KS Holdings Ltd.

\*\*Zbigniew Juroszek together with related entities.

#### BASIC INFO

- distributor of IT products and solutions
- headquarters in the 'ASBIS Hi-Tech Cluster' in Cyprus
- over 20,000 active customers in 60 countries worldwide
- subsidiaries in 34 countries, local presence in key countries
- 4 distribution centers (Prague, Dubai, Georgia and South Africa)

Ticker	ASB
Place of listing	Warsaw
Listing currency	PLN
Reporting currency	US\$
Share price (29.12.2023)	28.5
Market cap. (PLN m)	1,582
Market cap. (US\$ m)	402
EPS (2023) US\$ cents	95.87
DPS (2023) US\$	0.50

#### WHY ASBIS

1. Unique geographical presence across all markets of Emerging Markets of EMEA
2. A diversified portfolio of hardware, software, private labels and complex solutions for large enterprises
3. Strong relationships with all key IT vendors, emanating from more than 33 years of existence
4. Flexible and adaptive in market changes through a long-lasting management
5. Transparent and open relationship with investors

#### KEY CORPORATE EVENTS

9th May, 2024	1Q'24 results
8th Aug, 2024	1H'24 results
7th Nov, 2024	3Q'24 results

#### DIVIDEND DATES:

dividend date – June 17th, 2024

dividend payout date - June 27th, 2024

### REVENUE SPLIT

US\$ m	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2022	2023
FSU	383.8	234.9	371.2	417.3	405.5	323.7	385.2	448.9	1,407.2	1,563.3
CEE	165.9	150.2	145.0	192.5	160.0	180.3	189.0	261.7	653.6	791.0
MEA	90.7	87.4	121.8	107.9	91.8	102.6	123.6	107.6	407.7	425.7
WE & other	54.2	43.9	60.7	62.6	64.6	67.5	74.1	75.1	221.5	281.2
<b>TOTAL REVENUES</b>	<b>694.6</b>	<b>516.4</b>	<b>698.7</b>	<b>780.3</b>	<b>721.9</b>	<b>674.1</b>	<b>771.9</b>	<b>893.3</b>	<b>2,690.0</b>	<b>3,061.2</b>

### STATEMENT OF PROFIT OR LOSS

US\$ m	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2022	2023
<b>Revenue</b>	<b>694.6</b>	<b>516.4</b>	<b>698.7</b>	<b>780.3</b>	<b>722.0</b>	<b>674.1</b>	<b>771.8</b>	<b>893.3</b>	<b>2,690.0</b>	<b>3,061.2</b>
Gross profit	52.9	48.3	56.0	70.7	62.1	54.2	61.7	74.4	227.8	252.3
Gross profit margin	7.6%	9.4%	8.0%	9.1%	8.6%	8.0%	8.0%	8.3%	8.5%	8.2%
Selling & Administrative expenses	-28.5	-28.8	-26.8	-32.7	-33.4	-32.8	-33.9	-39.7	-116.8	-139.8
<b>Operating profit/loss</b>	<b>24.3</b>	<b>19.5</b>	<b>29.2</b>	<b>38.0</b>	<b>28.7</b>	<b>21.3</b>	<b>27.8</b>	<b>34.7</b>	<b>111.0</b>	<b>112.5</b>
Operating margin	3.5%	3.8%	4.2%	4.9%	4.0%	3.2%	3.6%	3.9%	4.1%	3.7%
Net financials	-4.7	-6.1	-4.9	-5.0	-8.1	-8.0	-8.1	-8.0	-20.7	-32.2
FX loss (liquidation of foreign operations)	-	-	-	-	-	-	-	-11.3	-	-11.3
<b>Profit/loss before tax</b>	<b>19.6</b>	<b>13.6</b>	<b>24.6</b>	<b>33.3</b>	<b>20.9</b>	<b>13.5</b>	<b>26.2</b>	<b>4.4</b>	<b>91.0</b>	<b>65.0</b>
Tax	-3.6	-2.5	-4.5	-4.6	-3.5	-2.3	-3.9	-2.3	-15.2	-12.0
<b>Profit/loss for the period</b>	<b>16.0</b>	<b>11.1</b>	<b>20.1</b>	<b>28.7</b>	<b>17.4</b>	<b>11.2</b>	<b>22.2</b>	<b>2.1</b>	<b>75.9</b>	<b>53.0</b>
Net margin	2.3%	2.1%	2.9%	3.7%	2.4%	1.7%	2.9%	0.2%	2.8%	1.7%

### STATEMENT OF FINANCIAL POSITION

US\$ m	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2022	2023
<b>Non-current assets</b>	<b>48.3</b>	<b>49.6</b>	<b>50.1</b>	<b>59.6</b>	<b>64.5</b>	<b>73.2</b>	<b>71.3</b>	<b>81.3</b>	<b>59.6</b>	<b>81.3</b>
Property, plant and equipment	43.9	45.4	42.0	50.3	54.4	63.0	61.3	66.9	50.3	66.9
Intangible assets (incl. goodwill)	1.7	1.5	1.3	1.1	1.0	1.2	1.4	1.7	1.1	1.7
<b>Current assets</b>	<b>851.0</b>	<b>726.2</b>	<b>848.2</b>	<b>1,003.9</b>	<b>930.7</b>	<b>904.7</b>	<b>965.7</b>	<b>931.2</b>	<b>1,003.9</b>	<b>931.2</b>
Inventories	380.5	322.8	340.0	514.8	502.7	494.2	496.6	413.8	514.8	413.8
Trade receivables	289.0	227.1	327.9	328.9	327.5	319.3	373.2	346.1	328.9	346.1
Cash at bank and in hand	159.2	156.8	157.3	134.6	69.4	66.2	74.4	143.6	134.6	143.6
<b>ASSETS</b>	<b>899.3</b>	<b>775.8</b>	<b>898.4</b>	<b>1,063.5</b>	<b>995.2</b>	<b>977.9</b>	<b>1,037.0</b>	<b>1,012.5</b>	<b>1,063.5</b>	<b>1,012.5</b>
<b>Equity</b>	<b>202.9</b>	<b>214.5</b>	<b>228.3</b>	<b>244.2</b>	<b>261.2</b>	<b>270.3</b>	<b>275.8</b>	<b>281.2</b>	<b>244.2</b>	<b>281.2</b>
<b>Non-current liabilities</b>	<b>5.7</b>	<b>5.3</b>	<b>5.2</b>	<b>10.2</b>	<b>12.0</b>	<b>14.3</b>	<b>13.3</b>	<b>15.7</b>	<b>10.2</b>	<b>15.7</b>
Long-term borrowings	4.7	4.1	4.2	9.2	11.0	13.3	12.2	14.7	9.2	14.7
<b>Current liabilities</b>	<b>690.6</b>	<b>556.0</b>	<b>664.9</b>	<b>809.2</b>	<b>722.0</b>	<b>693.2</b>	<b>747.9</b>	<b>715.5</b>	<b>809.2</b>	<b>715.5</b>
Trade payables	316.4	253.2	326.4	418.0	302.7	358.4	373.5	349.7	418.0	349.7
Short-term borrowings	191.5	157.5	180.1	205.3	250.6	166.5	196.9	197.0	205.3	197.0
<b>EQUITY and LIABILITIES</b>	<b>899.3</b>	<b>775.8</b>	<b>898.4</b>	<b>1,063.5</b>	<b>995.2</b>	<b>977.9</b>	<b>1,037.0</b>	<b>1,012.5</b>	<b>1,063.5</b>	<b>1,012.5</b>

### STATEMENT OF CASH FLOWS

US\$ m	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2022	2023
Operating cash flow	-49.6	-0.5	24.8	-30.6	-100.0	59.4	3.3	82.7	-56.0	45.4
Investing cash flow	-1.7	-2.7	-2.8	-3.8	-3.8	-6.0	5.9	-7.7	-11.1	-11.7
Financing cash flow	-9.4	3.2	-2.7	17.4	5.3	-31.9	3.3	5.6	8.5	-17.7
<b>Net cash flow</b>	<b>-60.7</b>	<b>-0.1</b>	<b>19.3</b>	<b>-17.0</b>	<b>-98.6</b>	<b>21.5</b>	<b>12.5</b>	<b>80.6</b>	<b>-58.6</b>	<b>16.0</b>

### KEY RATIOS

US\$ m/(x)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2022	2023
Net debt (excl. factoring)	-27.8	-17.6	-37.4	7.7	112.0	59.9	64.8	-0.5	7.7	-0.5
Net debt (incl. factoring)	31.7	0.1	23.6	70.0	180.1	99.1	121.2	52.3	70.0	52.3
Net debt/equity (excl. factoring)	-0.14	-0.08	-0.16	0.03	0.43	0.22	0.24	-	0.03	-
Net debt/equity (incl. factoring)	0.16	-	0.10	0.29	0.69	0.37	0.44	0.19	0.29	0.19
Cash cycle (days)	41.4	32.1	29.9	30.9	20.7	18.8	20.4	25.2	43.0	29.4

