

The ASBIS logo is displayed in a bold, white, serif font. The letters are closely spaced, and a registered trademark symbol (®) is located at the top right of the 'S'.

ASBIS®

SUCCESS THROUGH FOCUS




Q4 and FY2023 Presentation

**THE MOST PROFITABLE YEAR IN OUR
HISTORY WITHOUT ONE-OFF EVENTS**

29 FEBRUARY 2024

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- 
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Agenda

01.

KEY
CORPORATE
EVENTS

02.

FINANCIAL
RESULTS

03.

2024
OUTLOOK

04.

BACK-UP

Key corporate events

Total exit from Russia

ASBIS disposed of the second and last subsidiary in Russia, which marked a total exit from this country.

October 2023

Progressing expansion in Africa

ASBIS introduced Seagate and Bang & Olufsen to Africa.
ASBIS also opened two new Bang & Olufsen stores there.

November 2023

Interim dividend payment

Payment of the interim dividend from 2023 earnings (US\$ 0.20/share).

December 2023

Continued revenue growth

+30%

YoY revenue growth in October 2023 – we hit record high revenues in October.

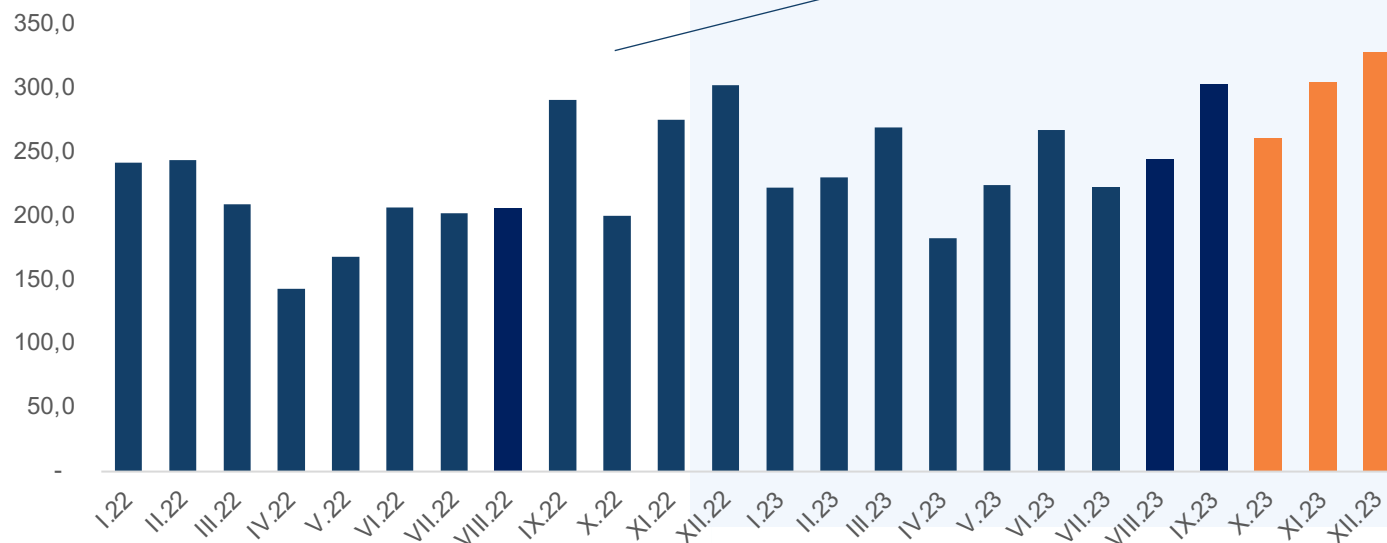
+11%

YoY sales growth in November 2023 – we practically matched our sales with the record-breaking November of 2021.

+8%

YoY sales growth in December 2023 – another month with continuation of the growth.

MONTHLY REVENUES (US\$ m)



2023 by Focus Areas

ICT Distribution

16,000
Resellers

ICT & IoT Solutions to Enterprises

Serve **19,000**
Enterprises

ASBIS Robotic
Solutions (AROS)

5 solution
categories

Consumer
Distribution

Sell Thru
7,400 POS

Premium Retail
Business Unit

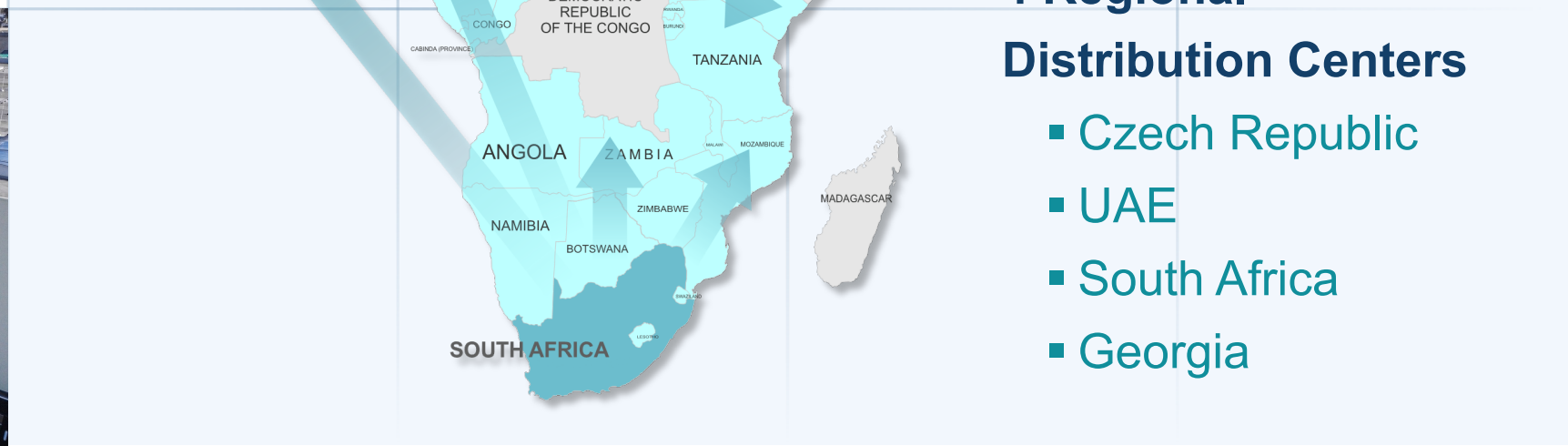
36 Apple stores
6 B&O stores

Trade-In Business
Unit

#1
in CIS

Corporate Venture
Investments

15

[illegible]

- Czech Republic
- UAE
- South Africa
- Georgia

- Czech Republic
- UAE
- South Africa
- Georgia



PRESTIGIO
THE ART OF HIGH-TECH

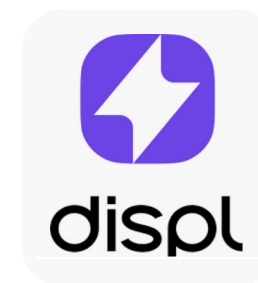
AROS
ASBIS ROBOTIC SOLUTIONS



Research Labs



JOULE
Energy Storage



Medical Diagnostics



Bio Med Research



RSL
REVOLUTIONARY
LABS

MED-TECH

GAMING



Hardware for Gamers

A E N O

Smart Home Appliances



Smart accessories

CLEVETURA

Touch On Keys

ELECTRONICS



COMPUTING

SUSTAINABILITY

ENERGY

DIGITAL SIGNAGE

ROBOTS

Agenda

01.

KEY
CORPORATE
EVENTS

02.

FINANCIAL
RESULTS

03.

2024
OUTLOOK

04.

BACK-UP

One-off events affected the NPAT for 2023

NET INCOME FOR 2023 USD 78M

Reclassification foreign exchange – USD 11.5M (net finance cost)

Impairment loss – USD 10.5M (other gains/losses)

Provision for bad debt - USD 3.0M (selling expenses)

**one-off
events**

NET INCOME FOR 2023 USD 53M

(including one-off events)

Financial Highlights

REVENUES

+14% YoY

\$893 M

GROSS PROFIT

+5% YoY

\$74.4 M

GROSS PROFIT MARGIN

8.33%

NET INCOME

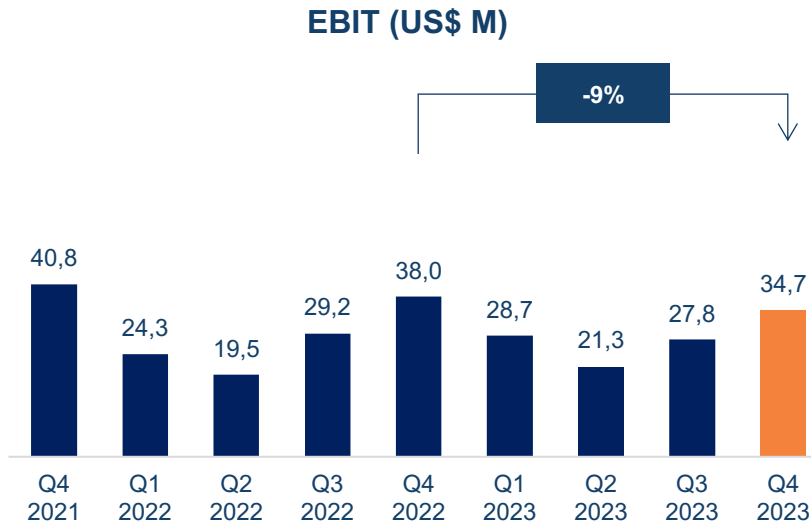
\$27.1 M

(with the one-off events net
income was \$2.1 M)

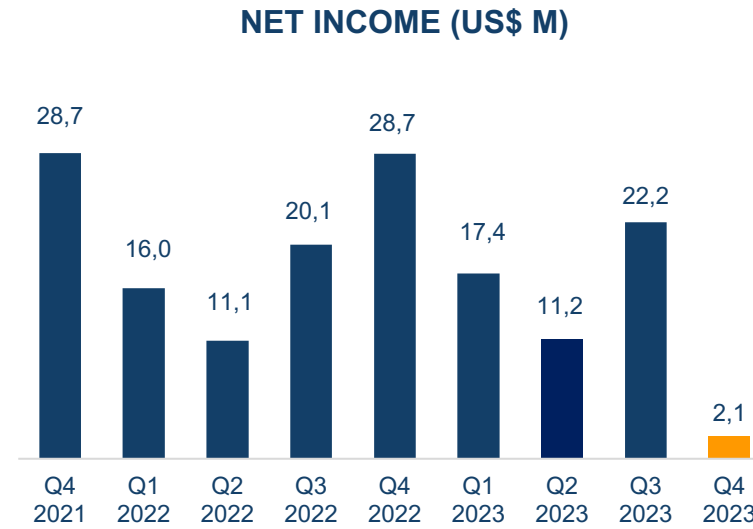
**Very good
quarter**

> Q4 2023

EBIT AND NET INCOME negatively impacted by the one-off events

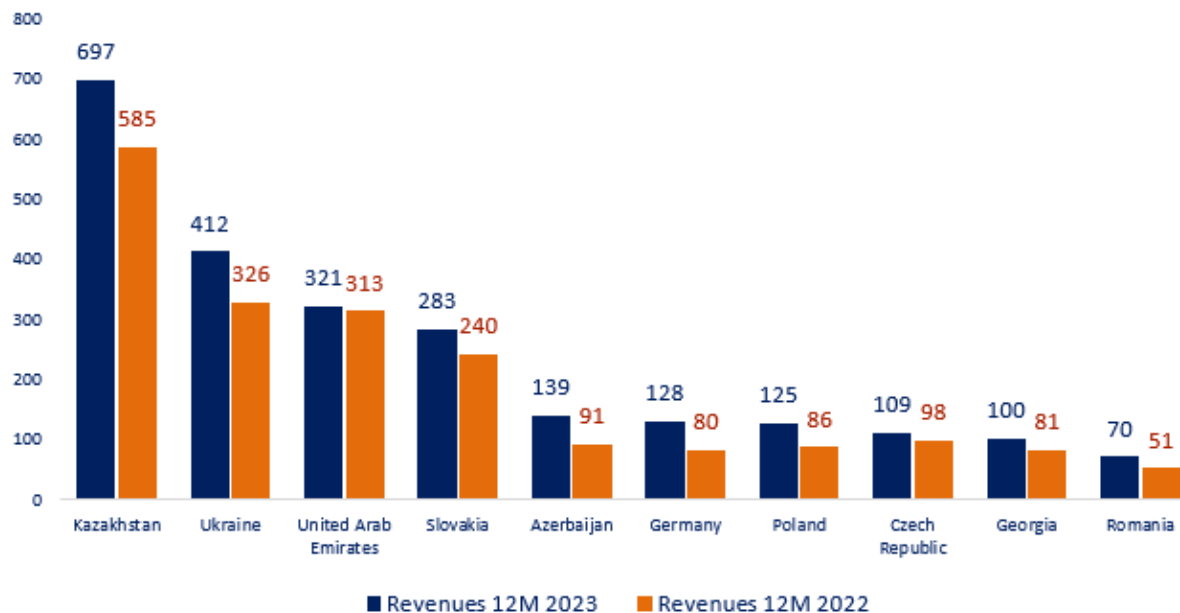


- EBIT of USD 34.7M in Q4 2023 against USD 38.0M in Q4 2022.



- Net profit after tax of USD 2.1M in Q4 2023 – negatively impacted by the disposal of the Company's subsidiary in Russia by approximately USD 25 million.

KEY COUNTRIES' REVENUES (US\$ m)



Excellent growth rates in most of top 10 countries

12M 2023 VS 12M 2022

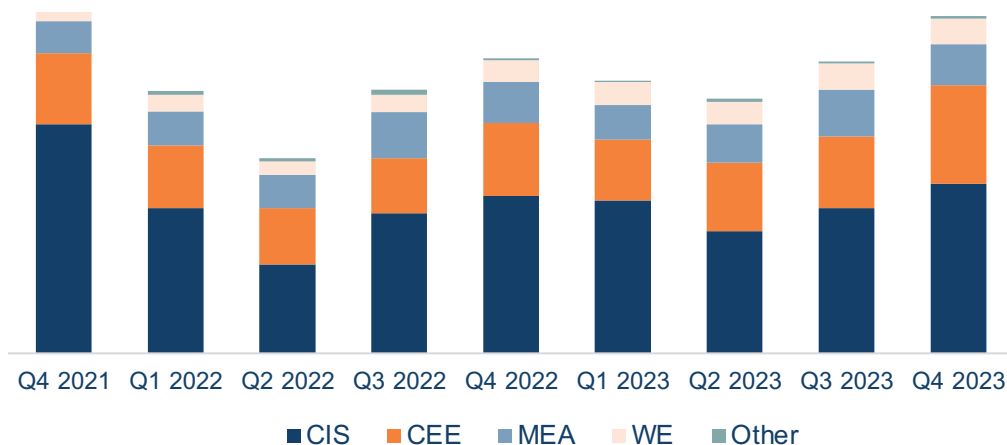
Kazakhstan with revenues of USD 697m and 19.2% YoY growth remained no. 1 country.

Ukraine the second biggest market of our operations despite the ongoing war, strongly increased by 26.3% YoY.

Azerbaijan keeps growing dynamically, with an increase of 52.3% YoY.

Poland has continued its dynamic growth showing impressive results.

REVENUES BY REGIONS (USD m)

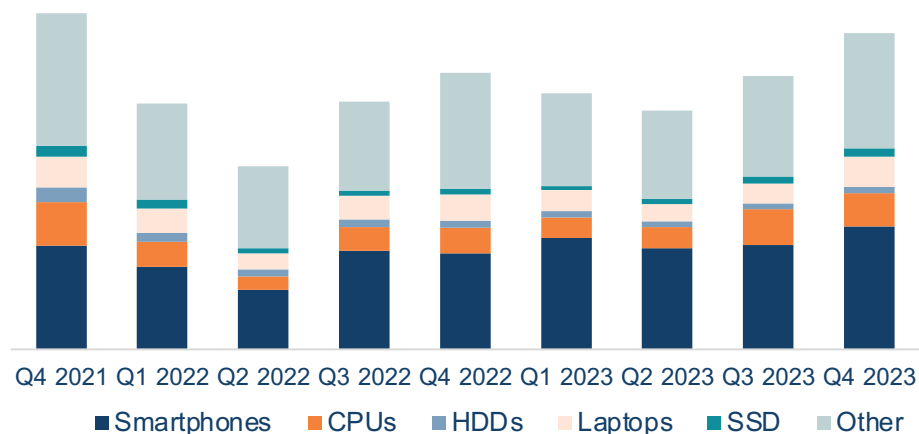


US\$ m	Q4'23	Q4'22	YoY
Commonwealth of Independent States	448.9	417.3	8%
Central and Eastern Europe	261.7	192.5	36%
Middle East and Africa	107.6	107.9	0%
Western Europe	68.6	57.7	19%
Other	6.5	5.0	31%
TOTAL	893.3	780.3	14%

Q4 2023 Central and Eastern Europe region keeps growing dynamically

- CIS (without BE and RU) and CEE regions contributed the majority of the Group's revenues.
- CEE region with a 36% YoY growth, fuelled by Poland and the Czech Republic.
- Strong growth achieved in Western Europe driven mainly by Germany and Netherlands.
- MEA region stable giving the Group a competitive edge.

REVENUES BY PRODUCT LINES (US\$ m)

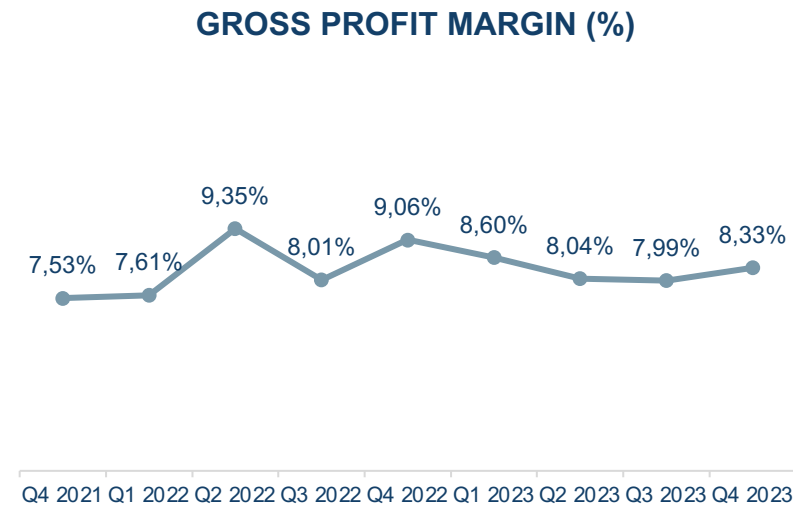
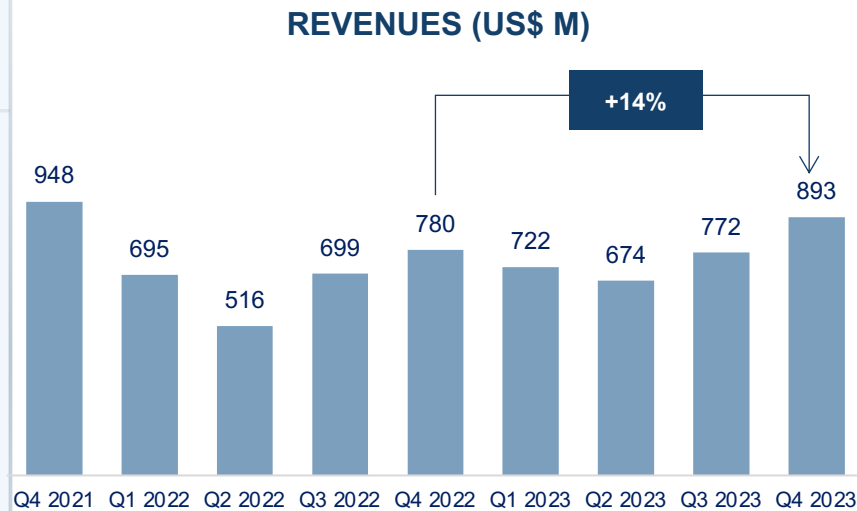


US\$ m	Q4'23	Q4'22	YoY
Smartphones	346.9	270.6	28%
CPUs	93.6	72.6	29%
Laptops	84.9	72.7	17%
Servers & server blocks	39.6	31.5	26%
Solid-state drives (SSDs)	23.8	16.7	43%
TOTAL	893.3	780.3	14%

Q4 2023 demand in main product lines remains strong

- Q4 2023 was the best Q4 for smartphones in terms of sales, driven by a continuous high demand for different iPhone models, especially iPhone 15 models.
- Excellent growth in CPUs driven by the unique ASBIS position as the major master distributor in EMEA.
- Strong growth in servers reflects our strong and growing position with main vendors for VAD server and storage projects.
- Solid-state drives (SSDs) - mainstream product for desktop and external drives, with strong demand across all our markets.

Gross profit margin stabilized



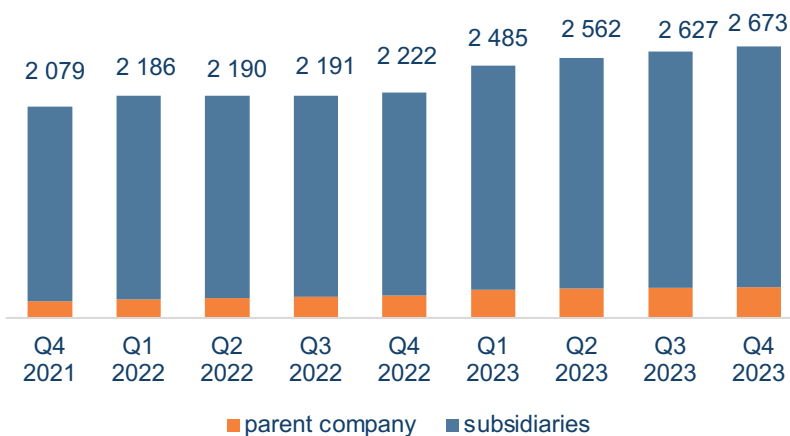
Revenues growth:

- Revenues up 14% YoY despite unfavorable market conditions.

- Gross profit margin stabilized at 8.33% in Q4'23.
- The Group considers the current level as satisfactory and undertakes all efforts to maintain it at higher level.

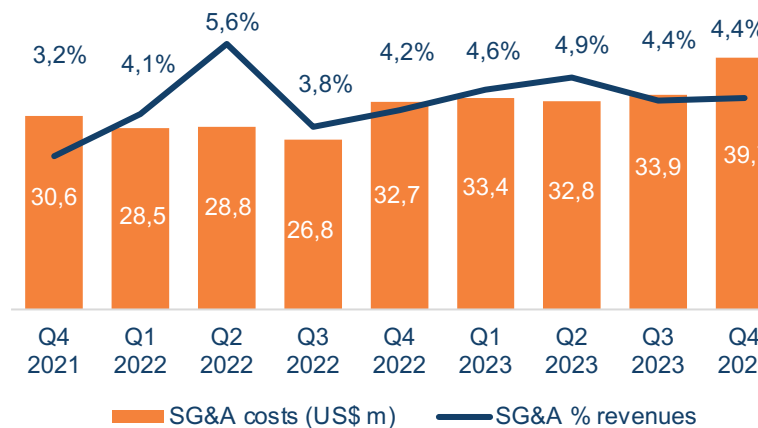
SG&A costs

NUMBER OF EMPLOYEES



YoY number of employees grew by 451, mostly due to geographical expansion as well as investments in new business units.

SG&A COSTS



SG&A costs as a percentage of revenues is expected to be lower in the following months.

In Q4 2023 selling expenses include a provision for bad debt of around USD 3.0 million, relating to the disposal of our subsidiary in Russia.

Satisfactory Q4 2023 and FY2023

Revenues for
FY 2023 in the
forecasted
range



US\$ m	Q4'23	Q4'22	YoY
Revenue	893.3	780.3	14%
Gross profit	74.4	70.7	5%
<i>Gross profit margin</i>	8.33%	9.06%	-0.73 ppt
SG&A costs	-39.7	-32.7	21%
Profit from operations	34.7	38.0	-9%
<i>Operating margin</i>	3.88%	4.87%	-0.99ppt
Financial income	1.0	2.9	-65%
Financial expenses	-9.0	-7.9	14%
Realised foreign exchange loss	-11.3	-	-
Profit before tax	4.4	33.3	-87%
Tax	-2.3	-4.6	-51%
Profit for the period	2.1	28.7	-93%
<i>Net margin</i>	0.23%	3.67%	-3.44 ppt

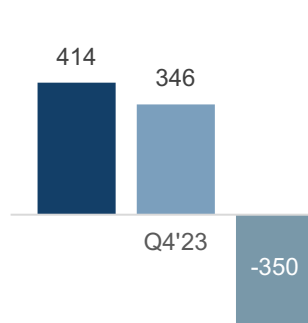
US\$ m	2023	2022	YoY
Revenue	3,061.2	2,690.0	14%
Gross profit	252.3	227.8	11%
<i>Gross profit margin</i>	8.24%	8.47%	-0.23 ppt
SG&A costs	-139.8	-116.8	20%
Profit from operations	112.5	111.0	1%
<i>Operating margin</i>	3.67%	4.13%	-0.45ppt
Financial income	2.7	5.2	-48%
Financial expenses	-34.9	-25.7	36%
Realised foreign exchange loss	-11.3	-0.3	-
Profit before tax	65.0	91.0	-29%
Tax	-12.0	-15.2	-21%
Profit for the period	53.0	75.9	-30%
<i>Net margin</i>	1.73%	2.82%	-1.09 ppt

Without the
one-off events
the NPAT for
FY 2023 would
reach \$78.0 M.

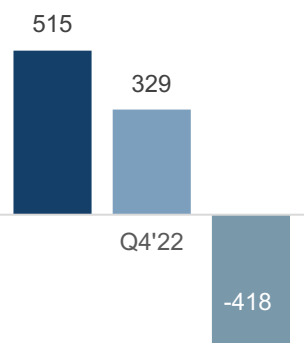


NET WORKING CAPITAL (US\$ m)

NWC: 13% of sales



NWC: 16% of sales



■ Inventories ■ Trade receivables ■ Trade payables

US\$ m	2023	2022
Net cash from operating activities	45.4	-56.0
Net cash from investing activities	-11.7	-11.1
Net cash from financing activities	-17.7	8.6
Net movement in cash and cash equivalents	16.0	-58.5

Cash engaged in working capital

- Improved utilization of financial facilities.
- Net CAPEX under control.
- “Cash from operating activities” positive and has significantly improved year-on-year by more than USD 101 million.

Indebtedness at safe level

US\$ m	2023	2022	YoY
Short term borrowings (excl. leases and factoring)	141.0	140.6	0%
Long term borrowings (excl. leases)	0.4	0.5	-21%
Other long-term liabilities	0.9	0.9	9%
Cash and cash equivalents	143.6	134.6	7%
Factoring creditors	52.8	62.3	-15%
Net debt (no factoring)	-1.2	7.4	-
Net debt (incl. factoring)	51.6	69.7	-26%

Increase in cash position in seasonally NWC intensive quarter.

The weighted average cost of debt climbed to 11.9% in 2023, due to significant interest rate hikes.

At end of 2023 net debt/equity at safe and low levels

0.0x

EXCLUDING
FACTORING

0.2x

INCLUDING
FACTORING

Agenda

01.

KEY
CORPORATE
EVENTS

02.

FINANCIAL
RESULTS

03.

2024
OUTLOOK

04.

BACK-UP

Q1 2024 looks promising

Following the strongest quarter, we plan to beat Q1 2023 revenues.
The most important month is March.

Revenues to be supported by new products introduction and growing geographical exposure (Armenia, Georgia, Azerbaijan, Morocco, Moldova, Western Europe and South Africa).

At ASBIS we
continue to
strive for more.
We will do our
best to beat
2023 results in
2024.



2024 outlook

PRODUCTS

- New Apple products.
- More emphasis on private labels.
- Development of Robotic Solutions.
- More sustainable products.

MARKETS

- Continued focused on CIS countries, excl. Russia and Belarus.
- Development in Southern Europe.
- Progressing expansion in Africa.

CLIENTS

- Continued focus on business customers.
- More retail customers.

Key 2024 risks and opportunities



RISKS

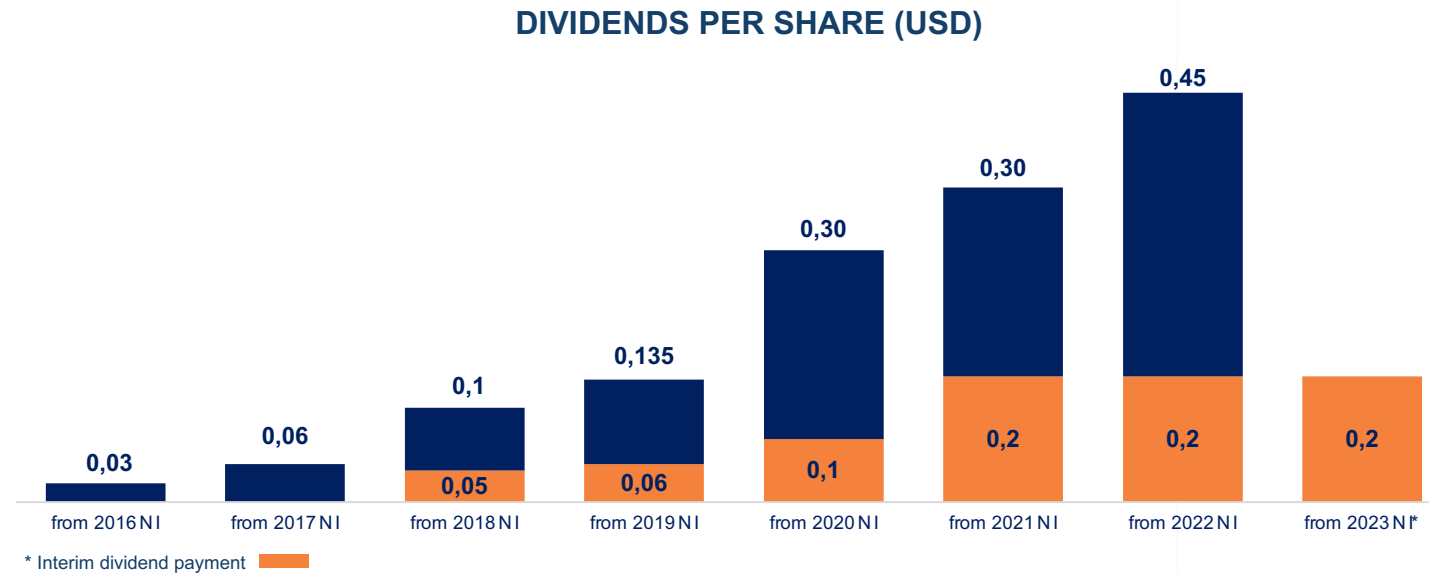
- Unstable geopolitical situation in Europe and Asia.
- Weaker consumer IT spending
- Supply chain disruptions
- Volatile FX environment.
- Growing HR costs.



OPPORTUNITIES

- Rebound in consumer demand.
- Distribution network consolidation
- Success of newly introduced private labels allowing for higher margins.
- Fast growing presence on new markets.

Dividend payments to continue



In Q4 2023, the Company paid out an interim dividend from 2023 profits of USD 0.20 per share, with a total amount of USD 11 million.

A decline in the net profit for 2023 does not affect the Company's ability to continue paying hefty dividends.

Thank you

CONTACT FOR INVESTORS:

Constantinos Tziamalis
Deputy CEO

+357 25857188
costas@asbis.com

Bartosz Basa
IR Manager

+48 691 910 760
b.basa@asbis.com

CONTACT FOR MEDIA:

Iwona Mojsiuszko
Managing Director of 8Sense PR

+48 502 344 992
iwona.mojsiuszko@8sensepr.pl



Prestigio
SOLUTIONS

Conferencing
and Office
Solutions

CANYON
YOU CAN

Smart Mobile &
Wearable
accessories

pereni[®]

IoT + Robots
management
platform


PRESTIGIO
THE ART OF HIGH-TECH

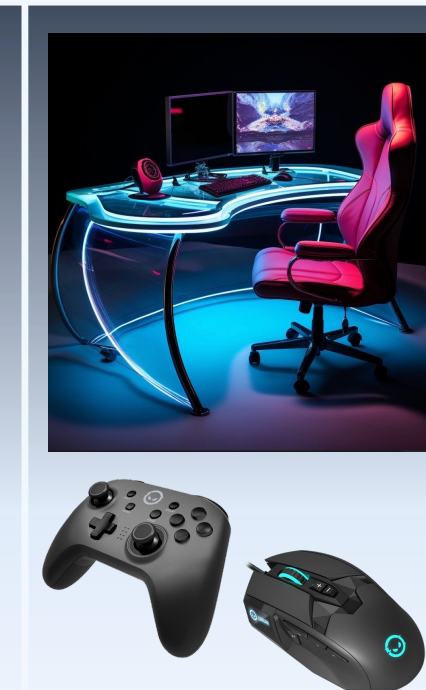
Premium
accessories
HiFi Audio

A E N O

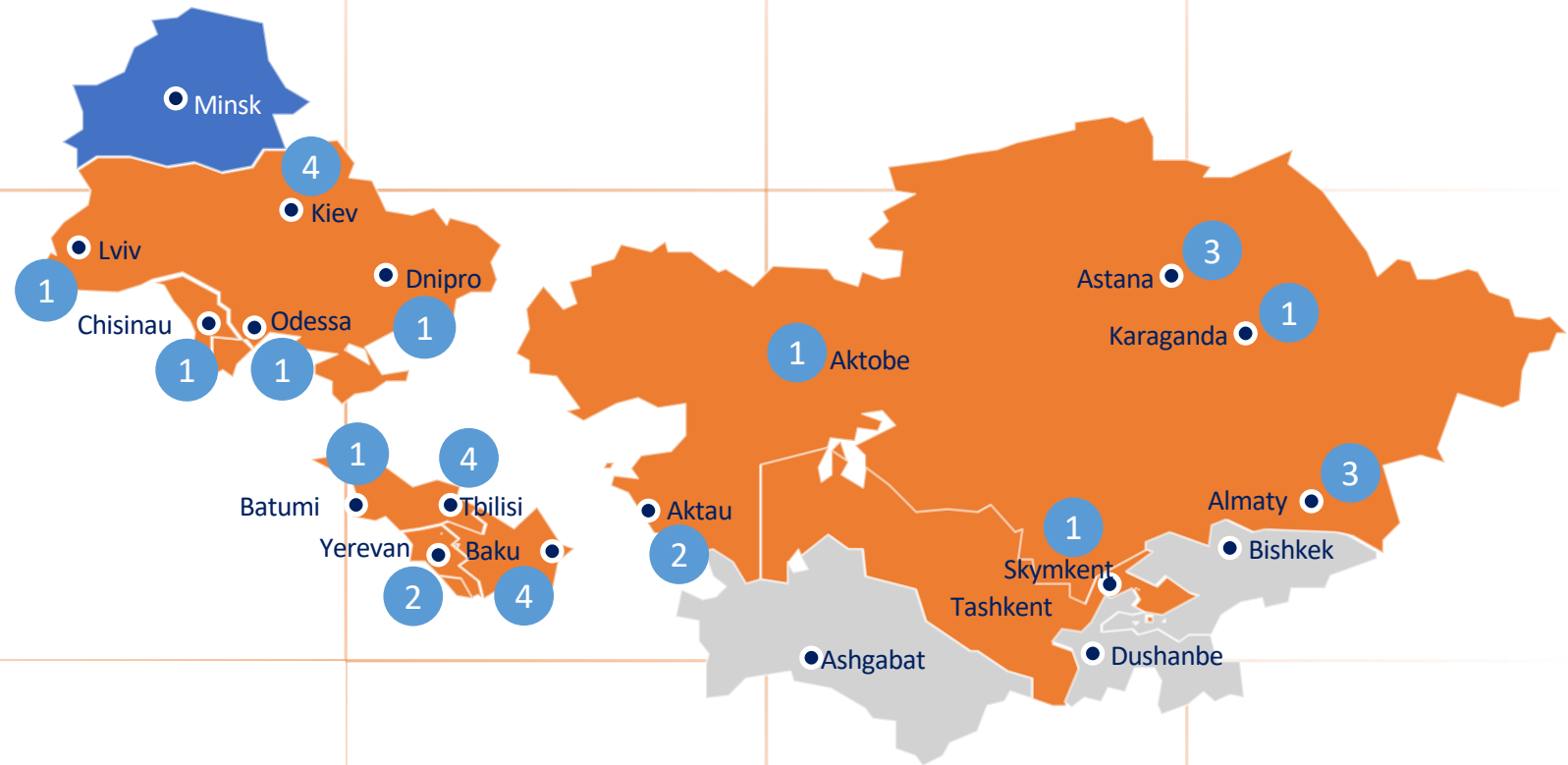
Smart
Domestic
Appliances

 **LORGAR**

PC Gaming
Sim Racing



iSpace Monobrand



OMNICHANNEL

ENTERPRISE

34 Apple
Premium
Reseller
doors

B&O

6 Bang & Olufsen
monobrand owned
by Group

#1 Trade-In operator in East Europe

Spot Trade-In
Future-trade-In
In Retail
b2c, b2b On-line
Consumers
Enterprises
Vertically Integrated



Local in **9** countries



trade-In from
1,800 POS



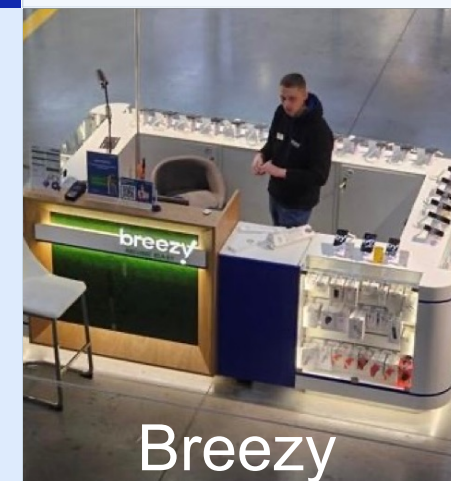
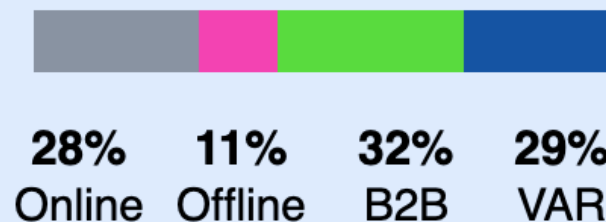
160 Team
members



#1 Online store
In UA, BY, KZ

100k <sup>+44%
YoY</sup>
Smartphones
get 2nd life in CY24

Sales by RTM



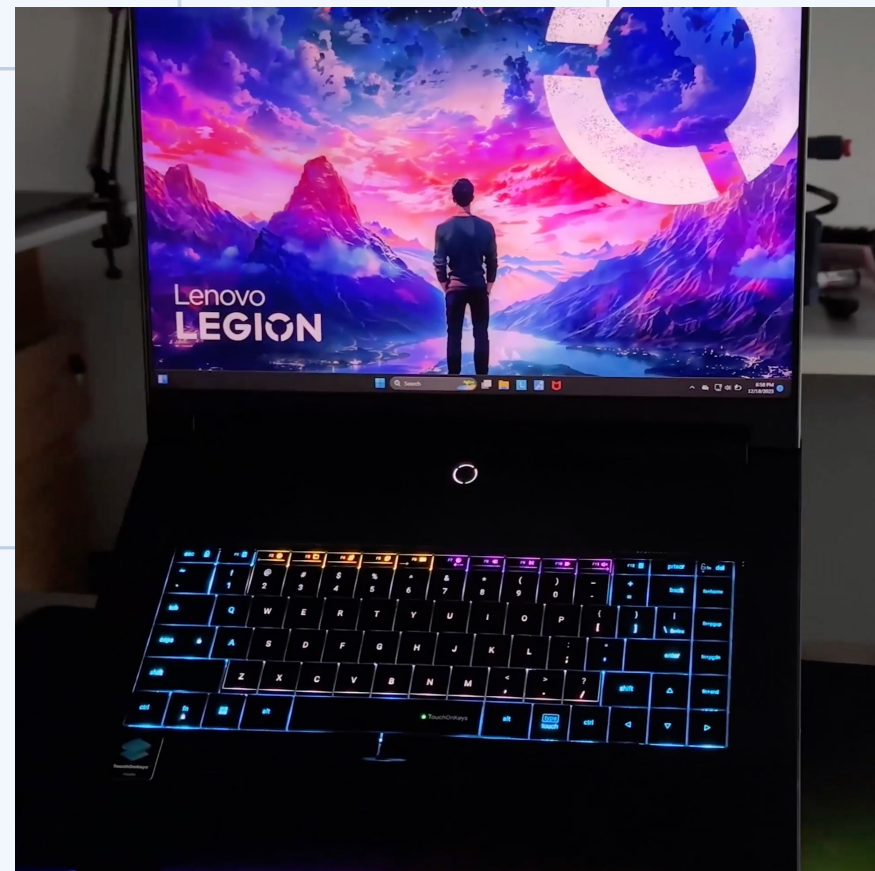
Breezy
Omnichannel

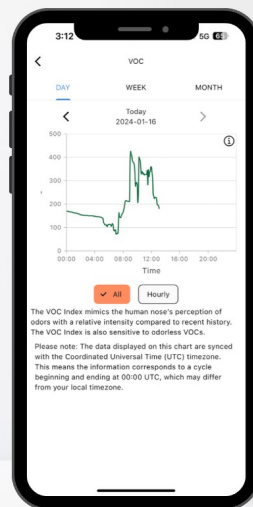
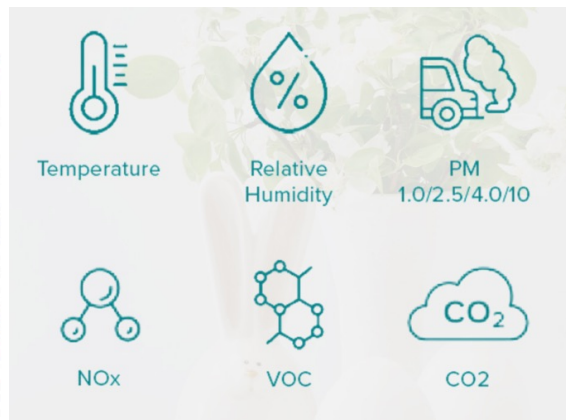


Breezy Grading and Upgrading Centers Automated and Robotized by AROS



Clevetura for laptops and desktops. Touch On Keys Gen 2.0



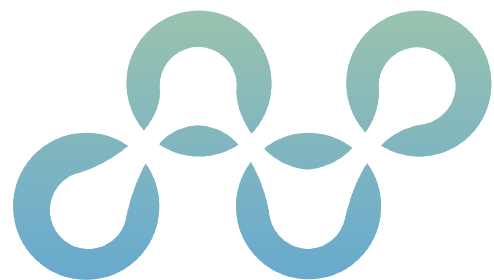


evmbio diagnostics

DETECT EVERYWHERE

Since: 2021
ASBIS stake: 20%

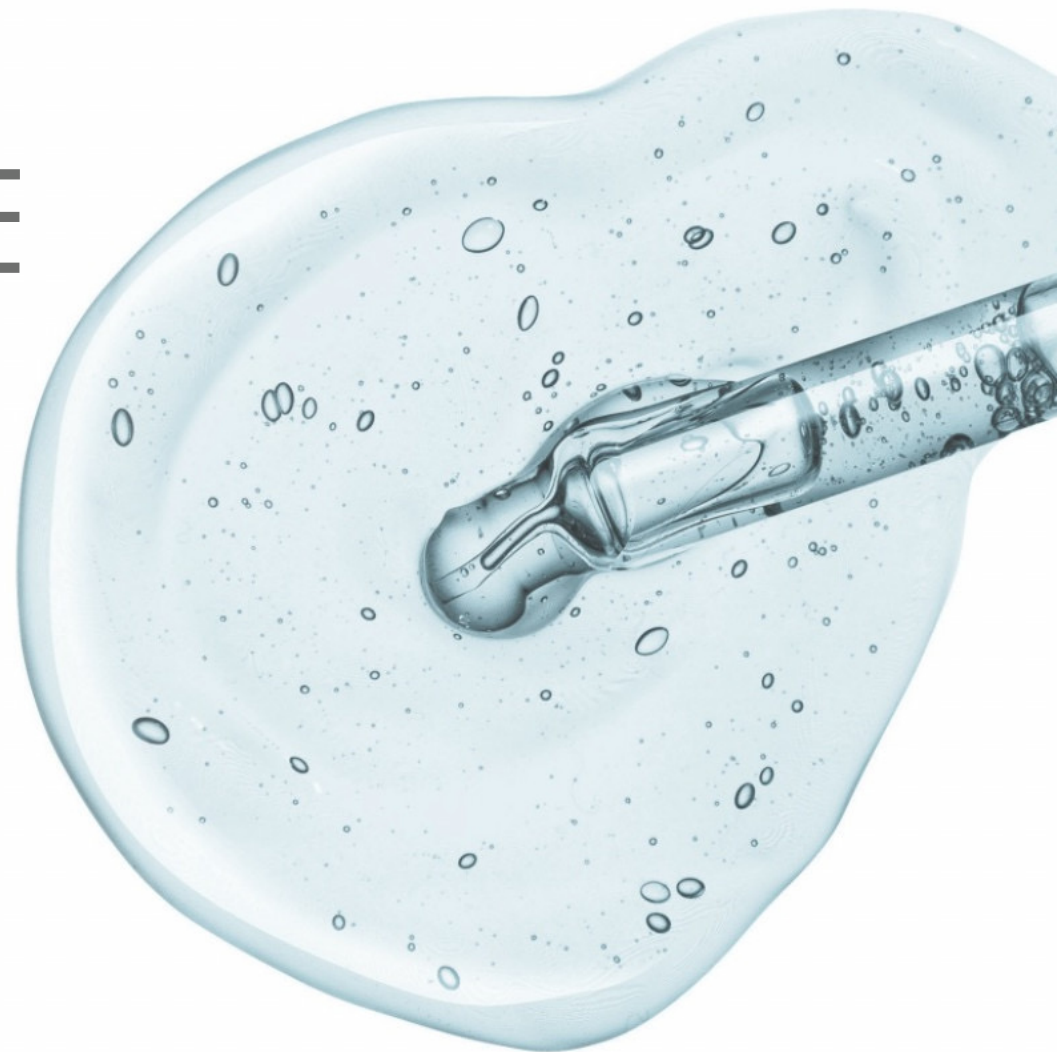




PROMED BIOSCIENCE

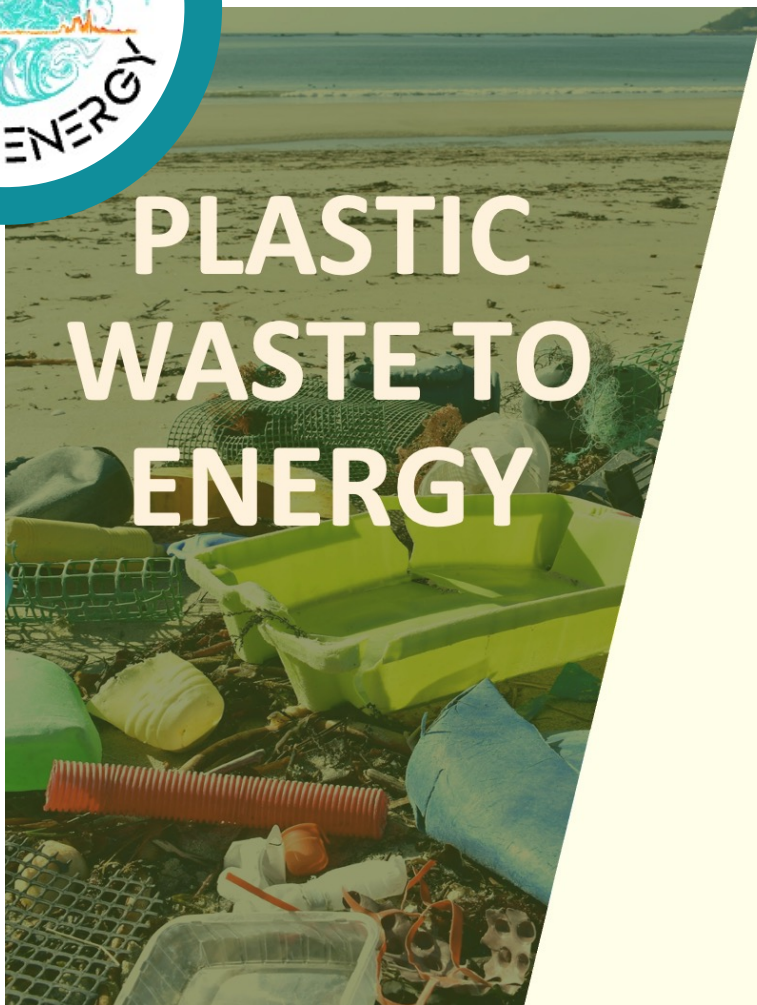
DEVELOPING ADVANCED
COLLAGEN-BASED
BIOMATERIALS

Since: 2022
ASBIS stake : 16%





PLASTIC WASTE TO ENERGY



LET THE WASTE TO FUEL US



OUR MISSION is to convert plastic waste to green energy



ZERO WASTE - Turn mixed, unsorted, unwashed plastic waste into energy & viable chemicals



CLEAN POWER - Produce up to 6 Megawatt of clean electricity per DAY



Barista Coffee, Juices & Mixes, draft Beer Robotic Service Kiosks



Hotels & Events

The kiosk can be brought to different locations to allow for impression and great image of the brand



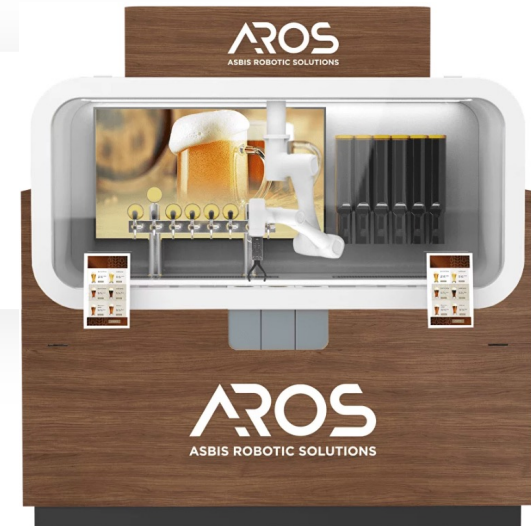
Airports & Train Stations

Offer to serve out and quickly setup great experience and taste all the time



Malls & Food Courts

A great way for small and medium places to serve great beer quickly and consistently in all-in-one prebuilt solution. Start making money fast.



Indoor Surveillance autonomous Patrolling Platform



Best to secure large
commercial sites:

Warehouses

Trade area

Industrial

Data Centers

Indoor Parking



**Autonomous Mobile
Platform**



**Video Surveillance
Platform**



**IoT Sensors
Platform**

Robot-based outdoor cleaning

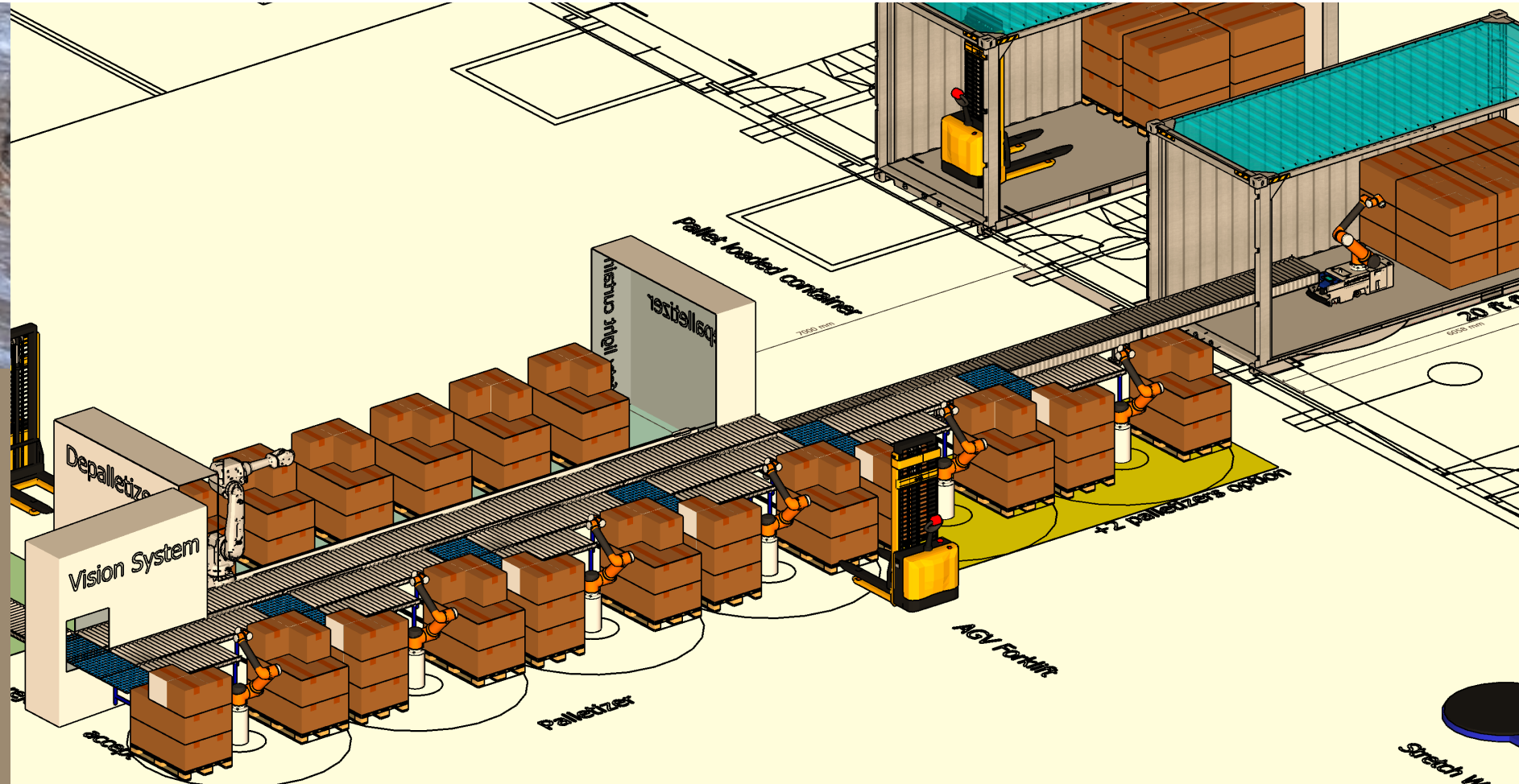
hello@autonomocs.tech



Complex Robotic Solutions for Warehousing



- Offload containers
- Depalletizing
- Sorting by SKU with Computer vision
- Paletizing
- Autonomous Robotic Forklifts



Autonomous Robotic Warehouse Solution

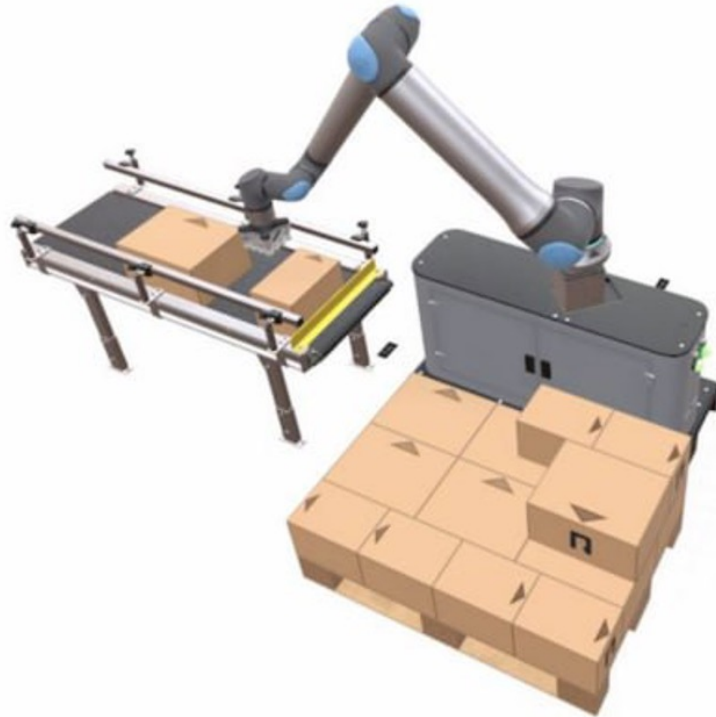


- Offload loose cartons from container
- 4 times faster than human

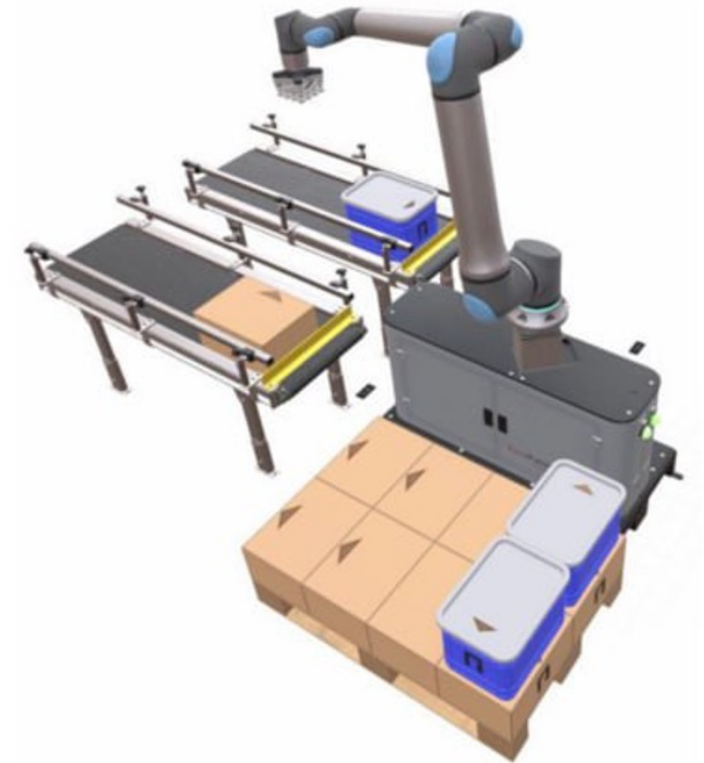
Paletizing Solutions



MultiLine
for slow lines



MultiPick
for fast lines



MultiPalet
for logistics

The slide features a background composed of a grid of squares. The top-left square is light blue, the middle-left square is orange, and the rest of the grid is white. The right half of the slide is covered by a dark blue image of a server room with rows of server racks and glowing lights.

Q&A

Agenda

01.

KEY
CORPORATE
EVENTS

02.

FINANCIAL
RESULTS

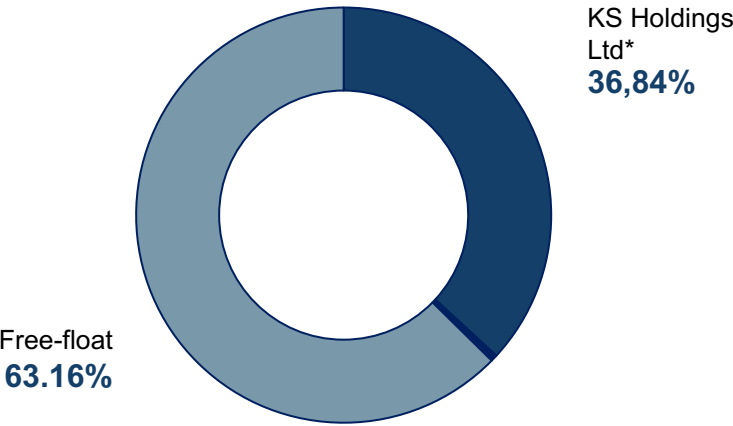
03.

2024
OUTLOOK

04.

BACK-UP

Shareholder structure



	Number of shares & votes	% of share capital & votes
KS Holdings Ltd *	20,448,127	36.84%
Free-float	35,051,873	63.16%
TOTAL	55,500,000	100.00%

As of : 2024-02-29
*Siarhei Kostevitch holds shares as the sole shareholder of KS Holdings Ltd

Affiliation to indexes:

